



# FAX

to:

**Division of Corporate** Finance File No. 82-4700

Securities and Exchange Commission, Washington, DC, USA

+1 (202) 942 9624

from:

PROKOM Software S.A.

81-319 GDYNIA, ŚLĄSKA 23/25 (POLAND) tel.: +48 58 628 6666; fax: +48 58 628 6677



date:

12 Aug 2004

pages:

This is a summary translation of the company statement communicated to the Polish Securities Commission according to paragraph 1.2 and 57.1.1 of the Decree of the Ministries Committee, dated 16th October of 2001 (Official Journal no 139 Item 1568) in regards to type, form, and domain of current and periodic information as well as time intervals for their delivery of the information by the issuers whose shares were admitted to public exchange.

subject:

QUARTERLY REPORT FOR THE 2ND QUARTER 2004 UNDER POLISH ACCOUNTING STANDARDS

The Management Board of Prokom Software SA informs, that:

Attached please find a copy of the Quarterly Report for the 2<sup>nd</sup> quarter 2004 under Polish Accounting Standards.

12 Aug 2004

Dariusz Górka Vice President of the Management Board

AUG 16 2004

M 8/13

#### Form SA-Q\$r 2/2004

Pursuant to section 1.2, section 57.2 and section 56.1 of the Decree of the Council of Ministers of 16 October 2001 the Management Board of Prokom Software S.A. informs about the quarterly financial report for the 2nd quarter of 2004

August 12, 2004

|   |  |  | san gua;<br>v elab)   | 12, Z004<br>(1954))   |
|---|--|--|---|---|
|   | . Inches   |  | יוניטולי ופ   | THE THE   |
| SELECTED<br>CONSOLIDATED FINANCIAL DATA   | 2'40Mme 2004   | S. Charles States  | Act   10 2004   | 9 quarters 2001   |
| CONSOLIDATIED FINANCIAL DATA  |  |  |   | 問題がありばっ   |
|   | eumakilya<br>anna (V) Venimu   | numulariya<br>hom oslosizgoz<br>formonizooz  | from 01.01.2004   | - extraviative  |
|   | 16 30 10 10 10   | 10-1000  | A 30 HB 2004  | -mam 64,01 2003-  |
| ). Revening   | 550 501  | 893 054  | 137 495   | 160 784   |
| III. Operative profit   | 46 095<br>A 556  |  | 9 870   | 16 351  |
| N. Net profit   | (3 330)  | 20 353   | (704)   | 10 459<br>6 800   |
| V. Casti flows from operating activities  | 17 843   | 36 148   |   | t) :185   |
| Vi. Cash flows from bivosting activities  | 8 839  | (44 371)   | 1 950   | (10 293   |
| VII. Cash flows from (inspecing activities VIII. Not increase (time) page) in cosh and cosh equivalents   | (\$\$ 016)   | (4 588)<br>(12 811)  | (11 629)<br>(6 990)   | (1 064<br>(2 072  |
| Viii   Not Ingrosse (deshapse) in cesh and cosh equivalents   IX.   Total assets  | 1 000 528  | 1 420 829  |   | 318 74  |
| X. Tolef (Jabinios  | 045 075  | 72) 380  | 180 248   | 101 843   |
| XI. Long-lenn liabilities   | 305 182  | 257 150  | 67 188  | 57 696  |
| XII. Shondarin liabillios   | 465 216  | 394 179  | 100 0A1   | 00 44   |
| XIII. Shareholders' equity X(V. Share capital   | 13 524   | 555 546<br>13 534  | 152 334   | 127 114   |
| XV. Number of sharps  | 13 890 530   | 13 534 524   | 068 008 €1  | 13 534 524  |
| XVI. Basin earnings per promary share (in PLN / EUR)  | 5,34   |  | 1,13  | 1,01  |
| XVII. Diluted earnings par ordinary strers (in PLN / EUR)   |  |  |   |   |
| XVIII. Book value per share (in PLN / EUR)  | 49,01  | 41,00  | 10,07   | 0,38  |
| XIX. Diluted book value per siture (in PLN / EUR)   | <del> </del>   |  | ·   |   |
| XX. DMdend (Althor pold or declared) per shere (in PLN / CUR)   |  |  |   |   |
| CONSOCIDATEDIBALIANCE SHEET, 17   | ( Compagner  | · · · · · · · · · · · · · · · · · · ·  | : ==#d ∧".  | in print in   |
| (in this diagnot PCN)   | 201082404  | A1052004   | M1,0822013  | 31,0222013  |
| Aspets  |  |  |   |   |
| I. Figgs assets   | 964 909<br>45 689  | 951 665<br>JH 220  | 795 953<br>27 229   | 764 206<br>21 716   |
| 1. Imangible (lood assets, including):<br>- goodwiii  | 7 830  | 38 220<br>115  | 27 229  | 21 716  |
| 2. Goodwill on contaildation  | 152 328  | 154 535  | 194 987   | 147 262   |
| 3. Tangible (last Accels  | 304 303  | 271 414  | 134 022   | 141 237   |
| 4. Long-latty secendolika   | 13 547   | 14 393   | 2 040   | 4 203   |
| 4.1. From related period  | 11 045   | 12703  | 1 802   | 1 602<br>2 861  |
| 4.2. From other porties 5. Long-term invostments  | 395 092  | 407 787  | 400 099   | 410 335   |
| 5.1. Land and buildings   | 1 707  | 1 708  |   |   |
| G.Z. Intengible fixed sesets  |  |  |   |   |
| 3.3. (.ong-term (Inuncial Investments   | 383 836<br>316 553   | 405 042<br>315 801   | 405 650   | 410 050   |
| in related philing, trainding:     investigants in appoisized undertakings accounted for by the equity method of accounting   | 28 230   | 28 545   | 714 R56<br>27 005   | 317 087   |
| - investments to Autisidiaries not included in the consolidation  | 5 Q\$A   | 4 035  | 3 723   | 3 405   |
| b) in other parties   | 77 393   | 00 241   | 91 194  | 03 019  |
| 5 4. Other long-lawn investments  | 700  | 749  | 249   | 244   |
| 8. Determed tax and long-term deterred costs  | 42 041<br>29 067   | 37 427<br>32 052   | 20 502<br>20 348  | 39 455<br>34 200  |
| 8.2. Deferred custs   | 17 AS4   | 5 375  | 3 154   | \$ 247  |
| II. Current exects  | 695 598  | 402 215  | 525 084   | 501 305   |
| 1, invaluation  | 40 946   | 29 Z4H   | 10 306  | 54 617  |
| 2. RoceMobileA  | 508 602  | 22 790   | 381 002<br>27 572   | 327 203<br>50 390   |
| 2.1. From related parties 2.2. From other parties   | 23 427<br>405 175  | 417 724  | 334 330   | 275 807   |
| 3. Short-term investments   | 114 303  | 103 020  | 218 841   | 201 139   |
| 3.1 Short-term financial investments  | 110 981  | 193 928  | 218 941   | 201 138   |
| a) in related parties   | 14 927   | 59 478   | 18 607  | 15 040  |
| b) in other parties   | 46 922<br>49 212   | 91 953<br>42 500   | 109 991   | 01 589<br>94 491  |
| 3.2. Other short-term investigants  | 9 342  |  | 100   |   |
| 4. Short-term deferred costs  | 31 005   | 20 315   | 28 913  | 10 34R  |
| Total assets  | 1 660 028  | 1 824 103  | 1 420 029   | 1 385 570   |
| Sharaholders' equity and liabilities  |  |  |   |   |
| I. Sharaholders' aguity   | 891 931  | 600 045  | 586 546   | 551 040   |
| 1. Share capital  | 13 025   | 19 025   | 13 534  | 13 534  |
| Unpad capket     Own of pres held (negative value)  | +  |  | <del>-                                    </del>  |   |
| 4. Space copital  | 705 514  | 701 019  | 000 000   | 533 9n9   |
| 5. Revolusion reterve   |  |  |   |   |
| G. Other appro dapital  | 20   |  |   |   |
| 7, Exchange rate differences on consolidation   | . 20   |  |   |   |
| a) tombul exchange dains  |  |  |   |   |
| E) foreign exchange gains E) foreign exchange lasses  | 29   |  |   |   |
| (oreign exchange insecs     (not co-write lass) from previous years   | 29<br>(34 276)   | (28 401)   | (194 941)   |   |
| b) (origin exchange losses  S. Undistributed profit (not covering loss) from previous years  Not (vol) (loss)   | 29   | (28 401)<br>12 900   | (194 941)<br>29 353   |   |
| b) (oraign exchange lisses  B. Undistributed profit (not or wind lass) from previous years  9. Net world (loss)  10. Net profit cartisctions (negative value)   | (34 276)<br>(37 330)   |  |   |   |
| b) foreign exchange lesses  8. Undistributed profit (not co-white loss) from previous years  9. Net profit (loss)  10. Net profit destinations (negative value)  11. When profit destinations (negative value)  | 29<br>(34 276)   |  | 29 353<br>;<br>132 502  | 11 476  |
| b) (origin exchange lisses B. Undistributed profit (not opwind loss) (rom previous years 9. Net yeaft (loss) 10. Net profit exchange (negative years) 11. Unreplisted share explail increase II. Minority interest B. Badwill on semadication   | 29<br>(34 276)<br>(3 330)<br>(3 330)<br>9 070<br>124 622   | 12 900<br>140 165  | 29 353<br>;<br>132 502<br>221   | 11 478<br>169 847   |
| )   foreign exphange lesses   | 29<br>(34 276)<br>(3 330)<br>(3 330)<br>9 870<br>122 822<br>840 978  | 12 900   | 29 353  | 11 478<br>163 647<br>868 849  |
| b) (origin exchange hisses B. Undistributed profit (not co-wind loss) (rom previous years P. Net yeaft (loss) 10. Net profit destrictions (negative value) 11. Unregistand share = septial increase II. Misority interest II. Misority interest II. Badwill on some silidation IV. Liebilinas and provisions IV. Liebilinas and provisions  | 29<br>(34 276)<br>(3 330)<br>(3 330)<br>9 570<br>127 622<br>840 979<br>AN 080  | 12 900   | 20 353<br>132 502<br>221<br>721 360<br>24 281   | 11 478<br>163 647<br>868 849  |
| b) (origin exphange lisses  E. Undistributed profit (not co-4/nd loss) from previous years  9. Net profit (fors)  10. Net profit exhibitions (negative value)  11. Unregisted exhibitions exhibitions increase  II. Minority interest  III. Badwill on spensiolation  V. Lishilitias and proviolena   | 29<br>(34 276)<br>(3 330)<br>9 870<br>122 822<br>840 875<br>440 860<br>1 310<br>1 442  | 12 900<br>145 165<br>776 900<br>30 688<br>1 310<br>1 367   | 29 353<br>132 502<br>221<br>721 360<br>24 281<br>5 800<br>1 224   | 11 4/8<br>163 687<br>650 649<br>22 701  |
| b) (origin exchange lisses B. Undistributed profit find ownfid loss) (rom previous years P. Net yrofft (loss) 10. Net profit estitutions (negative years) 11. Unreplisated share replial inorgase II, Minarity interest II, Badwill on semsalidation IV, Liestifikas and provisions IV, Lestifikas and provisions 1.1. Deformed income (IXX and provisions 1.1. Ceterned income IXX and provisions 1.1. Provisions for retreminal benefits and equivalent   | 29<br>(34 276)<br>(3 330)<br>9 970<br>122 622<br>640 978<br>44 080<br>1 310<br>1 442<br>1 398  | 12 9h0<br>145 145<br>778 966<br>70 688<br>1 310<br>1 367<br>1 139  | 29 353<br>132 502<br>221<br>721 360<br>24 281<br>5 800  | 858 849<br>22 701<br>1 028  |
|   | 29<br>(34 276)<br>(3 330)<br>9 570<br>122 622<br>645 976<br>AN 080<br>1 310<br>1 412<br>1 318  | 12 000<br>145 145<br>776 998<br>78 488<br>1 316<br>1 367<br>1 189<br>28  | 29 353<br>132 502<br>221<br>721 350<br>24 281<br>5 860<br>1 224<br>1 224  | 11 47/6<br>163 847<br>858 849<br>22 701<br>1 028<br>1 480<br>340  |
|   | 29<br>(34 276)<br>(3 330)<br>(3 330)<br>9 870<br>12z 622<br>44 080<br>1 310<br>1 412<br>1 386<br>44<br>40 53z  | 12 900<br>145 145<br>776 900<br>30 686<br>1 316<br>1 367<br>1 139<br>28<br>34 905  | 29 353<br>132 502<br>221<br>721 350<br>24 281<br>5 860<br>1 224<br>1 224<br>21 186  | 11 476<br>163 647<br>858 749<br>22 701<br>1 02R<br>1 480<br>340<br>20 072   |
| b) (origin exchange lesses B. Undistributed profit (not co-wind loss) (rom previous years) 9. Net profit (loss) 10. Net profit co-distribute (negative years) 110. Net profit co-distribute (negative years) 110. Unregistance denore explait increases 111. Unregistance denore explait increases 111. Endewith on semestidation 111. Endered in semestidation 111. Original increases 111. Original increases 111. Original increases 112. Provisions for refreshed benefits and equivalent 113. Original increases 113. Original provisions   | 29<br>(34 276)<br>(5 330)<br>9 970<br>122 623<br>44 060<br>1 1412<br>1 1388<br>4 4 352<br>3 226<br>4 3 573   | 12 000<br>145 145<br>776 966<br>78 688<br>1 316<br>1 367<br>1 139<br>28<br>34 005<br>3 350<br>30 330   | 29 J51<br>192 502<br>221<br>721 960<br>27 281<br>J 860<br>1 224<br>1 224<br>2 035<br>19 104   | 11 4/6<br>169 EA7<br>658 E49<br>22 701<br>1 028<br>1 480<br>340<br>20 072<br>1 900<br>16 972  |
|   | 29 (3 320) (3 320) (3 320) (4 276) (3 320) (4 3 276) (4 3 276) (4 3 276) (4 3 276) (4 3 276) (4 3 276) (4 3 276) (3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3  | 12 900<br>145 145<br>776 900<br>30 686<br>1 316<br>1 357<br>1 139<br>28<br>34 005<br>3 4 005<br>3 0 350  | 20 352<br>192 502<br>221<br>721 950<br>24 291<br>2 800<br>1 224<br>1 224<br>2 005<br>18 104<br>2 005  | 11 476<br>163 847<br>868 849<br>22 701<br>1 028<br>1 469<br>340<br>20 972<br>1 000<br>16 872<br>220 n72   |
| b) (origin exchange lisses  | 29 (34 276) (3 350) (3 | 12 900<br>149 145<br>776 900<br>30 686<br>1 316<br>1 397<br>1 399<br>28<br>34 005<br>3 4 856<br>30 350<br>370 155<br>112 767   | 20 353<br>132 565<br>221<br>721 355<br>24 281<br>5 880<br>1 224<br>1 224<br>2 1 184<br>2 005<br>18 104<br>27 150<br>34  | 11 4/1 163 E47 668 E45 22 761 1 026 1 4869 340 20 177 1 0872 220 n72  |
|   | 29 (34 276) (3 330) (3 330) (3 330) (3 330) (3 330) (4 4 4 4 4 5 332) (3 330) (4 3 373) (3 3 4 5 6 1 4 1 4 1 5 32) (3 1 3 4 6 1 4 1 4 1 5 1 4 1 4 1 4 1 5 1 4 1 4 1 5 1 4 1 4  | 12 900 140 145 776 900 776 900 1 316 1 316 1 316 1 316 2 8 3 4005 3 4005 3 0 350 3 0 555 1 1 2 727 1 10 758  | 26 353<br>172 502<br>221<br>721 702<br>2 291<br>5 800<br>1 224<br>2 21 1844<br>2 005<br>18 104<br>277 150<br>344<br>237 1144  | 11 4/1 169 547 169 547 169 647 22 701 1 020 1 460 20 972 1 900 16 872 220 672 24 220 672  |
| b) (origin exchange hisses  | 29 (34 276) (3 350) (3 | 12 900<br>149 145<br>776 900<br>30 686<br>1 316<br>1 397<br>1 399<br>28<br>34 005<br>3 4 856<br>30 350<br>370 155<br>112 767   | 20 353<br>132 565<br>221<br>721 355<br>24 281<br>5 880<br>1 224<br>1 224<br>2 1 184<br>2 005<br>18 104<br>27 150<br>34  | 11 4/1 163 E47 650 645 22 701 1 026 1 1466 340 20 977 1 900 16 872 220 872 220 334  |
| 10   cresign exchange insect  | 29 (34 276) (3 | 12 900 145 145 776 906 776 906 1 306 1 307 1 199 2 93 3 4 905 3 4 905 3 5 90 3  | 28 353<br>192 502<br>221<br>721 966<br>27 281<br>5 880<br>1 224<br>1 24<br>2 005<br>27 156<br>10 104<br>2 77 156<br>277 156<br>407<br>407<br>407<br>407<br>407<br>407<br>407<br>407   | 11 4/- 163 Ea7 163 Ea7 1 020 1 020 1 020 2 077 1 020 1 8 972 2 20 073 3 4 2 20 073 3 5 5 10 1 95 5 5 5 5 5 5 5 5  |
| Discript Problems   Discript  | 29 (34 276) (3 330) (3 370) (3 | 12 900 140 145 776 990 776 988 1 1 316 1 397 1 139 28 34 005 3 4 555 3 4 555 142 797 1 80 559 4 10 010 7 72 200 881  | 28 353<br>172 502<br>2211<br>721 900<br>24 2211<br>5 800<br>1 224<br>1 124<br>2 1 184<br>2 005<br>19 104<br>2 27 150<br>2 394 175<br>407<br>3 98 953<br>4 952   | 11 4/2<br>153 E47<br>553 E47<br>22 701<br>1 022<br>1 030<br>340<br>20 072<br>1 000<br>16 872<br>220 0.78<br>355 510<br>1 035<br>380 073<br>3 480  |
| b) (origin exchange lineses   | 29 (34 276) (3 | 12 900 145 145 776 906 776 906 1 306 1 307 1 199 2 93 3 4 905 3 4 905 3 5 90 3  | 28 353<br>192 502<br>221<br>721 966<br>27 281<br>5 880<br>1 224<br>1 24<br>2 005<br>27 156<br>10 104<br>207 156<br>27 156<br>401<br>304 178<br>403<br>304 178<br>403<br>308 634   | 163 647<br>650 647<br>22 701  |
| b) (origin exchange insect  | 29 (34 276) (3 250) (3 276) (3 276) (3 276) (3 276) (4 | 12 900 145 145 776 903 776 903 1 316 1 357 1 139 2 30 300 30 505 1 4 552 30 505 1 10 707 1 10 | 28 353<br>172 502<br>2211<br>721 900<br>24 2211<br>5 800<br>1 224<br>1 124<br>2 1 184<br>2 005<br>19 104<br>2 27 150<br>2 394 175<br>407<br>3 98 953<br>4 952   | 11 4/2<br>153 E47<br>553 E47<br>22 701<br>1 022<br>1 030<br>340<br>20 072<br>1 000<br>16 872<br>220 0.78<br>355 510<br>1 035<br>380 073<br>3 480  |
| Discription   Discription | 29 (34 276) (3 330) (3 | 12 900 145 145 176 900 776 900 776 900 1 907 1 190 2 9 3 4 005 3 4 005 3 0 305 3 0 150 1 197 1 1 | 28 353<br>192 502<br>221<br>721 960<br>27 291<br>5 800<br>1 224<br>1 226<br>2 1 188<br>2 005<br>19 104<br>2 37 150<br>401<br>2 37 150<br>407<br>407<br>407<br>407<br>407<br>407<br>407<br>40  | 11 4/2 183 Ea7 183 Ea7 185 Ea7 22 701 1 028 1 480 24 077 2 1 500 16 872 220 073 1 220 073 1 355 2 1 700 2 1 700 2 1 700 2 1 700 2 1 700 2 1 700 3 1 800 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 3 1 700 |
| b) (origin exchange insect  | 29 (34 276) (3 250) (3 276) (3 276) (3 276) (3 276) (4 | 12 900 145 145 776 903 776 903 1 316 1 357 1 139 2 30 300 30 505 1 4 552 30 505 1 10 707 1 10 | 20 353<br>172 502<br>221<br>721 750<br>2 221<br>5 800<br>1 224<br>1 224<br>2 005<br>18 100<br>2 005<br>19 100<br>2 005<br>2 005 | 11 4/2 163 E47 163 E47 163 E47 162 E47 1 028 1 1028 2 701 1 028 2 029 2 1 000 16 872 2 20 172 2 1 72 2 1 72 3 3 2 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3 3   |

| Book vature                           | H91 031    | G96 843    | 500 540    | 551 040    |
|---------------------------------------|------------|------------|------------|------------|
| Number of Energs                      | 15 800 B30 | 10 824 741 | 13 634 624 | 13 534 524 |
| Book value per share (in PLN)         | 49,81      | 50,63      | 41,00      | 40,71      |
| Anticipated Aumbot of shares          | -          | -          | -          |            |
| Ciluted book value per share (in PLN) |            |            | -          |            |

| (Introvand PLN)   | 70 Mg 10 74 | TI DILITION | 20:05:2001 | 71,03,2003. |
|---|-------------|-------------|------------|-------------|
| 1. Contingent receivables   |             |             |            |             |
| 1.1. From related pertina   | -           |             |            |             |
| - Quarantees received   | -           | - I         |            |             |
| 1.2, From other parties   |             |             |            |             |
| guarantees received   |             |             |            |             |
| Z. Contingent liabilities   | 90 902      | 102 424     | 74 022     | 7a 58       |
| 2,1, Tu related parties   | 7 602       | 30 414      | 2 772      | 719         |
| quarantees granted  | 7 802       | 30 414      | 2 772      | 7 10        |
| 2.2. To other parties   | 73 107      | 72 010      | 71 250     | 67 50       |
| guarrantees prented   | 21 431      | 72 010      | 71 250     | 07 39       |
| hank puarantees received  | 51 676      |             |            |             |
| Other   | 2 430       | 1 647       | 2 301      | 36 05       |
| commitment to purchase Worldy S.A. company  |             |             | 2 142      | 27 03       |
| continuiment arising from the license agreement with Computer Associates Sp. 2 o.o. |             |             |            | 6 37        |
| future lense paymonus   | 1 346       | 1 947       |            | 2 35        |
| others  | 1 020       |             | 159        | 20          |
| Total off-balance sheet (James  | 88 346      | 104 071     | 78 323     | 110 63      |

| [2] [2] [2] [2] [2] [2] [2] [2] [2] [2]  | 2nd quarter 2004     | . Digital tops 2004 | ded guarder 2003 | 2 quarters 2005.     |
|--|----------------------|---------------------|------------------|----------------------|
| CONSOLIDATED FRONT AND LOBE ACCOUNT  | l margarit           |                     | 77.1             | · 通過的過程              |
|  | 7. 建二烷               | evitalismin         | 经重点 使放风          |                      |
| (In thousand PLN)  | tomorrand            | from \$1,0152004    | from 01.04,2000  | cumulative           |
| [[문화 프라스 개발]의 NA와 (부프) 리프리아(NEC) (1.11 - 122 - 124 - 124 - 1                   | 18:00 08:0004        | =30.06.300a         | 10.30,03.3003    | to 30.06.3003        |
| I. Revenues, Including:  | 348 904              | 650 501             | 322 804          | Ç93 D54              |
| · (nom relixide betitles   | (3 497)              | 21 019              | 7 154            | 33 884               |
| Sales of tinished products and services  | 227 544              | 402 216             | 220 008          | 393 365              |
| 2. Sales of goods for receip and materials                                     | 121 350              | 248 295             | 102 535          | 300 669              |
| U. Cost of sales, including:   | 219 251              | 412 034             | 206 484          | 973 807              |
| · to religied paniss   | 10 395               | 38 88               | 3 302            | 22 070               |
| 1, Cusic of products and services sold   | 113 252              | 200 186             | 120 151          | 201 274              |
| 2. Casts of goods and materials wold   | 104 009              | 211 838             | 86 333           | 272 399              |
| III, Gross Margin (HI)   | 129 643<br>27 253    | 45 415              | 115 425          | 219 447              |
| IV. Saffing coets  | 79 488               | 132 453             | 21 687<br>54 075 | 37 150<br>103 840    |
| V. General and administrative costs  | 22 905               |                     | 40 657           | 75 442               |
| VI. Net margin (III-IV-V)  | 4 392                | 8 547               | 0 334            | 10 641               |
| VIL Other operating income  1. Prefit on dispose of non-financial lixed seems. | 258                  |                     | (12)             | 95                   |
| 2. Dogglinhs received  | 107                  | 151                 | 108              | 130                  |
|  | 3 967                | 6 150               | 8 236            | 10 716               |
| 3. Other operating expenses  Yill, Other operating expenses                    | 15 043               | 20 662              | 16 779           | 18 901               |
| 1, Loss on disposal of non-financial fixed system                              | 10 043               | 20 862              | 404              | 407<br>407           |
|  | 3 365                | 4 420               | 8 877            |                      |
| 2. Provisions for non-financial fixed Resolu                                   |                      | 16 119              |                  | 0 077                |
| 3. Other operating expensive   | 12 268               |                     | 7 410            | 0.417                |
| IX Operating profit (V+VI-VIII)  | 11 695               | 44 695              | 32 212           | 70 400               |
| X. Financial Income  | 21 173               | 40 563              | 43 866           | 74 165               |
| Dividends and equivalents received, including:                                 |                      |                     | 10               | 18                   |
| • from related partice   |                      |                     |                  |                      |
| 2. Intercest, Including:   | 12 712               | 20 004              | 7 898            | 16 428               |
| - from rolated parties   | 10 474               | 15 042              | 5 198            | 10 749               |
| 3. Profits on disposal of Investments  | 5 797                | 5 665               | 200              | 3 405                |
| 4, Revolution of investments   | (7 108)              | 1 957               | 37 044           | 40 328               |
| 5. Other   | 8 772                | 12 817              | (1 895)          | 3 185                |
| XI, Financial expenses   | JJ 412               | 65 300              | 27 635           | 47 853               |
| 1. Interest, indiading:  | 7 D20                | 22 202              | C28 B            | 20 150               |
| - to (rilated parties  | 18 822               | 18 822              | <u>.</u>         |                      |
| 2. Lossez on disposal of investments   | 405                  | 405                 | (229)            |                      |
| 3. Revaluation of Investments  | 16 752               | 23 409              | 10 700           | 10.367               |
| 4. Other   | 6 535                | n 240               | 0.304            | 14 910               |
| XII. Profit (loss) on disposal of investments in related perties               | (7 624)              | (7 637)             | (4 540)          | (5.478               |
| XIII. Profit on endinary activities before taxes (IX+X-XI+/-XII)               | (8389)               | 24 J63              | 43 40 5          | 91 824               |
| XIV. Eztreordinary flams (XIV.1 XIV.2.)  | (23)                 | (\$3)               |                  |                      |
| 1. Extraordinary profit  |                      |                     |                  |                      |
| 2. Extraordinary loss  | 33                   | 33                  |                  |                      |
| XV. Goodwill on consolidation amortisation                                     | 0 043                | 19 770              | 10 591           | 20 436               |
| XVI. 53dwill on consolidation amortisation                                     | 0                    |                     | 12               | 12                   |
| XVIL Profit before income tax (XIII+/-XIV-XV+XVI)                              | (17 945)             | 6 556               | 92 019           | 71 000               |
| XVIII. Income tex  | 1 343                | 7 064<br>0 147      | 16 27 3          | 30 089               |
| a) current tox   | (1 791)<br>3 134     | (1 263)             | 1 100            | 12 225<br>17 884     |
| b) deferred (na XX, Other obligatory charges                                   | <u> </u>             | (1200)              | 10 003           | 17 885               |
| XXI. Share of (neut) of associates   | (225)                | - 11                | (1 050)          | (4 120               |
| XXII. Minority interest  | (2 383)              | 1 033               | (2 279)          | 7 430                |
| XXIII. Not pro[i] (loss) (XVI)-XVIII-XIX+/-XX+/-XXI)                           | (16 230)             | (5.530)             | 17 176           | 29 353               |
|  |                      |                     |                  | ·                    |
| Nys profil (for 12 months)   | 73 531<br>13 780 870 |                     | 13 534 524       | $\setminus$ $\angle$ |
| Weighted average number of ordinary shares                                     | 5,34                 |                     |                  |                      |
| Basic samings per ordinary share (in PLN)                                      | 2,34                 | /X                  | 4,37             |                      |
| Weighted everage anticipated number of ordinary strates                        | <del></del>          |                     |                  | / \                  |
| Offuted earnings per ordinary shere (in PLN)                                   |                      |                     |                  |                      |

| The second transfer to the second of the sec | Cont Quantity of the                             | The second of  | 314 dALLA   2500 2                               | ·2/200111119-2003       |
|--|--|--|--|-------------------------|
| MSTATERED TO PCHANGES OF CONSOLIDATED SHARRING LORAGE QUITY  |  | (A)  |  |                         |
| POTATION OF CHARACTER CHAR | 4  | PRODUKTE /   | 1989   | villeri latina          |
| Tin tigatisand PUV   | from Child Solls                                 | planuletive<br>frem 01 05 2004 i<br>les 20 08 2004 i | from 61,04-2008?                                 | hom 01.01.2003          |
|  | 699 943  | 582 042  | to 30 06/5003<br>561 040                         | 10 30 08 2003<br>544 01 |
| Opening balance of shareholders' aquilly ) clianges in accounting policy   |  |  |  |                         |
| corrections of fundamental errors  |  |  |  | -5 35                   |
| a. Opening belance of shareholders' equity shar reconcumtion to comparable outs  | 400 043  | 482 042<br>13 791                                    | 551 040<br>13 534                                | 539 56<br>13 53         |
| Opening balance of share copital   | 13 825   | 13 / 11  | 13 534   | ,,,,,,                  |
| 1. Chonges in share capital  | <del>                                     </del> | 34   |  |                         |
| Share 6909   |  |  |  |                         |
| - convention of bonds into share capital   |  | <u> 34</u>   |  |                         |
| ) decrease   |  |  |  |                         |
| - redemption of ywn shares   | 15 525   | 13 625   | 13 834   | 15 55                   |
| 2. Closing balance of share capital  | 13 820   | 13 020   | ,,,,,,   | 10 50                   |
| Opening balance of unpaid capital  | <del> </del>                                     |  |  |                         |
| 1. Changes in unpaid capital   |  |  |  |                         |
| ) increase   |  | -  |  |                         |
| Closing balance of unpaid capital  |  | :  | <u> </u>   |                         |
| . Opening balance of own shares held   |  | <u> </u>   |  |                         |
| .1. Changes in own shares linid  | ļ  | <del>]</del>   |  |                         |
| ) increase   | ļ  | <del></del>  |  |                         |
| ) docrease   | <b></b>  |  |  |                         |
| 2. Clearing between of own strates held  | 701 611  |  | 555 980  | 553 14                  |
| Opening balance of spore capital  1. Changes in share capital  | 4 1H   |  | 102 51   | 102.6                   |
| ) increase   | 4 18   | Ω 162  | 102 611  | 102 H                   |
| - altate premium   | <del></del>                                      | 1  | <del> </del>                                     |                         |
| • and graft distribution (minutes)   | <del>                                     </del> | 4 967  |  |                         |
| - conversion of bonds into chares (share premium)  | 4 18   | 3  | 102 611  | )02 B                   |
| - net profit distribution (over statisfory-required minimum value)   |  | -  |  |                         |
| - other  |  |  |  |                         |
| - loss sover   |  |  | <u> </u>   |                         |
| 4.2. Clusing bolance of sparo capital  | 795 81   | 708 814  | 658 000  | 658 64                  |
| 5. Opening trailmice of revaluation reserve  | J  | <u> </u>   | <del> </del>                                     | <del></del>             |
| G.1. Changes in revolution reverve   |  | <del></del>  |  | <del></del>             |
| a) P(C) 4956   | <del></del>                                      |  | ]  | 1                       |
| b) decrease  |  | 1  | † · ·-   |                         |
| - disposal of fixed passing  |  |  |  | 1                       |
| 5,2. Closing balance of revaluation matric<br>6. Opening halance of other sparo capital  | 1  | -  | √  |                         |
| 6.1. Changes in other spare capital  |  |  |  | <del> </del>            |
| D) Increase  |  | +  | <del></del>                                      | <del></del>             |
| b) decroase  |  | <del>]</del>   | <del>}</del>                                     | <del>]</del>            |
| 6.2. Closing belance of other sparn capital  | +  | <del>}</del>   |  | 1                       |
| 7. Sachange rate differences on consolitation  5. Opening balance of undistributed profit (not covered loss) from previous years   | (28 401  | (28 401  | (20 981  | (24 60                  |
| Opening balance of undistributed profit from provolus years  | 106 21   |  | 4  | •                       |
| a) changes in accounting policy  |  |  | 1  |                         |
|  |  | <del></del>  | <del>-</del>                                     | <del> </del>            |
| 8.2. Opening balance of undistributed profit from provious years after reconclination to comparable  | 109 21   | 4 108 214  | ۵  | ]                       |
| data data  | 100 21   | 10121  |  |                         |
| a) Increwse  |  |  | 1  | 4                       |
| - profit distribution to spare capital   | +  | <del></del>  | <del>                                     </del> | 1                       |
| - changes in shareholders mility of related companies  |  | •  |  | -                       |
| - profit distribution to spare cupital   |  | 4.   |  | 4                       |
| - diskland paid in a subsidiary company for minority shareholders  |  | 1  | 1  | 1                       |
| - other  |  | 100.04   | 1  | <del>]</del>            |
| 9.3. Closing batance of undistributed profit from previous years   | 106 21   |  |  | (24 0                   |
| n.s. Opening balance of not covered loss from previous years   | (134 61)   | - (104 til   | 1 20 5   | 7                       |
| a) changes in accounting policy  |  | -  | -  | 6:                      |
| b) corrections of fundamental errors   | <del></del>                                      |  |  |                         |
| 5.5. Opening balance of that covered loss from previous years after reconcilistion to comparable de  | rte (134 01)                                     | 5) <u>(134 015</u>                                   |  | (20.0                   |
| s) increase  | (5 A4)   | 7) (5.847  | (104 980   | (104 6                  |
| • transfer of load to be covered   |  |  | 4  | (20                     |
| - changes in equity of subsidiaries  | (1 85)   | 2) (1 852  | (2 073   |                         |
| - bonuses part out of proint in saleociates and other  | (1 85)   |  | (102 611   | 12 -102                 |
| profe distribution to spere capital  | 14 16  | 4 17 18  | 1  | 1                       |
| h) discrepte   | 1  | 1  |  | 4                       |
| changes in the chareholder's equity of subsidiaring  B.G. Closing balance of not covered loss from provious years  | (140 46)   |  |  |                         |
| 8.6. Closing balance of and covered loss from provided years  8.7. Closing balance of undistributed profit (not co-erad loss) from prevailes years   | (140 48  | 2) (34 242   |  | (134.9                  |
| 9. Not profit (lass) for the period  | (18.28   | 0) (3 530  | 17 87  |                         |
| A) not profit  | (16 23   | 0) (3 330  | 17 57  | <del>]20</del>          |
| b) net total   |  | <del>]                                    </del>     | 1  | 1                       |
| v) other net profe (1949) deductions   | +  | <del>1</del>   | -  |                         |
| d) changes at accounting policy  | U 67   | 6 9 67   | p  | 7 _                     |
| 10. Unregistered share cepital increase  | 891 0  | 591 93   | 1 555 54   | 8 565                   |
| II. Clearing balance of shareholders' equity  III. Clearing balance of shareholders' equity regarding (he proposed profit distribution (loss   |  |  |  | 6 560 C                 |
|  | 091 \$3  | 31 691 93  | 1 566 54   | A 544 I                 |

|   | jana danuai sobel   | 2ministra 2004                  | Old cimital 2007                             | 2 querters 2003                          |
|---|---------------------|---------------------------------|--|--|
| CONSOLIDATED STATEMENT OF CASH FLOWS  | 1 2 3               |                                 | 1 (1 (4) (4) (4) (4) (4) (4) (4) (4) (4) (4) | r — vietnie grafie<br>z — vietnie grafie |
| (In this can help Lin)  | Ase of Carre        | ounguiales<br>frace \$1.0 (2004 | from of 04-2005                              | from 01.01.2003                          |
| <u>【1: 60 8年 元元帝66 8) (744 - 775 年) 在20 年前 第二次 (778 年) 在20 第四 (20 年) (778 年)</u>  | 10 30 00 3004       | 19:30.06/2004                   | 10 30 05 2003                                | to 30.00 2001                            |
| A Cash (lows from operating activities  I, Not profit (loss)  | (18 230)            | (9 330)                         | 17 575                                       | 29 35                                    |
| II. Adjustments in reconcile net profit to net cosh generated by operating activities:  | 63 405              | 21 173                          | (30 626)                                     | 6.70                                     |
| 1. Minoridy interest 2. Share of resident association   | (2 3 <u>83)</u>     | 1 023                           | (2 270)                                      | 7 43<br>4 12                             |
| 3. Capreciation, including:   | 20 086              | 40 873                          | ₹D 362                                       | 40 68                                    |
| - goodwit and bedwill on committation amortisation<br>d, Foreign exchange pains (losses)  | 5 843<br>5 357      | 18 776<br>174                   | 10 456                                       | 20 82                                    |
| 6. Interest and dividends received and port   | 3 301               | 10 028                          | (2 831)                                      | (604                                     |
| 8. (Gates) losses from Investing activities 7. Change in provisions   | 10 593              | 3 185                           | 1 190<br>768                                 | (657<br>57                               |
| a. Change in tovertheins  | (6 174)             | ( <u>6 8</u> 63)                | 20 702                                       | 43.25                                    |
| B. Change in receivables  | (40 880)            | 26 153<br>(87 544)              | (20 704)                                     | 186 11                                   |
| 19. Change in short-term liabilities (except for credit (welltities and logna)  11. Change in propriyments and execusis balanca   | 63 886<br>(10 905)  | (22 381)                        | (58 651)<br>20 024                           | (265 162<br>14 59                        |
| 12. Other adjustments   | 23 82 1             | 24 530                          | (16 547)                                     | (25 57)                                  |
| III. Cash flows from operating activities (H/4I)  | 47 178              | 17 843                          | (12 851)                                     | 38 14                                    |
| B. Cash flows from investing policities   |                     | 404 045                         |  | 446.00                                   |
| L Cash inflows from investing activities  1. Disposal of intengible prof tangible flood seating.  | 33 906<br>258       | 104 955                         | 50 095<br>1 407                              | 118 97<br>1 89                           |
| Disposal of investments in land, huildings and intengible fixed assets     Deposal of inancial investments, including those:  | Fz                  | 72                              | -  |  |
| Disposal of thandal investments, including those:     in related parties.   | 33 535<br>0 113     | 102 735<br>00 034               | 48 504<br>6 422                              | 117 07                                   |
| disposal of financial seasts  | 504                 | 54 393                          | -  | 742                                      |
| - dividends and equivalents received  |                     | 9                               | 2 940  | 2 04                                     |
| repayment of long-term loans granted repayment of short-term loans granted  | 882                 | 1 171                           |  |  |
| - interest  | 727                 | 11 270                          | 5 144  | 10 60                                    |
| - other cach inflows from financial assets  | 0                   | 0                               | 338  | 60                                       |
| h) in other parties  disposal of financial pasals   | 13 528              | 27 102                          | 40 172<br>38 187                             | 93 18                                    |
| - dividends and equivalents received  |                     | D                               | 18   | 1  |
| repayment of long-term loans granted  | 10 127              | 10 520                          |  |  |
| - regayment of short-term leans granted   | 1 000               | 2 4 7 4                         | 498<br>1 122                                 | 50<br>1 45                               |
| other cash inflows from financial assets  | (188)               | 10                              | 269  | 38                                       |
| 4. Other each initions from investing synthiles   | (49 310)            | 0                               | 4  | (163 243                                 |
| াঁ. Cash purflows from investing activities  1. Purglisse of mixingible and tangible fixed agrets   | (25 607)            | (95 216)<br>(36 002)            | (G4 945)<br>(7 651)                          | (15 849                                  |
| 2. Purchase of kwestments in lend, buildings and intengible tixed seems   |                     |                                 |  |  |
| Purchase of financial investments, including those:     p) in related parties   | (23 517)            | (59 018)<br>(28 200)            | (54 87E)<br>(17 104)                         | (144 053                                 |
| purchase of financial assets  | (10 984)            | (27 R31)                        | (16 444)                                     | (70 233<br>(09 044                       |
| - lang-term loans granted   | (26)                | (465)                           | (720)  | (1 140                                   |
| - Ahor-term loans granted b) in other parties   | (3 507)             | (30 732)                        | (37 714)                                     | (74 720                                  |
| - puschase of thenetal assets   | (3 004)             | (30 054)                        | (33 243)                                     | (70 837                                  |
| - long-term imans granted   | (503)               | (H79)                           | (3 112)                                      | (3 11:1                                  |
| shart-term loons granted ourchase of utilior financial hypatiments  | <del> :</del>       |                                 | (588)<br>(770)                               |  |
| 4. Dividends and equivalents paid to minority shareholders  |                     |                                 | (2 518)                                      | (2.518                                   |
| 5. Other cash quillows from Investiny activities  | (185)               | (193)                           |  | (25                                      |
| III. Cosh flows from finencing activities (HI) C. Cash flows from finencing activities  | (15 414)            | 0 039                           | (14 450)                                     | (44 \$71                                 |
| I. Cash inflows from financing activities   | 78 605              | 112 559                         | 88 708                                       | 255 920                                  |
| Share lasue     Credit facilities and toons received  | 80 126              | 102 201                         | 3 78A  | 5.42                                     |
| 3. Debi suguisios issue   | 10 449              | 10 449                          | A5 000                                       | 250 500                                  |
| 4. Other cash inflows from financing agricules  | jo                  | 76                              |  |  |
| IL Cosh outliews from financing activities  1. Purchase of own shares   | (103 657)           | (167 708)                       | (46 767)                                     | (260 514                                 |
| 2. Dividende and equivalents paid to shareholdans   |                     |                                 |  |  |
| Other axpenses relixied to profit distribution  | (890)               | (499)                           |  |  |
| 4. Repayment of credit (activities and loans received   | (80 200)<br>(5 863) | (99 845)<br>(34 770)            | 62 184                                       | (47 020                                  |
| 5. Redemption of debt accurities lessed  8. Payments of other financial (labilities)  | (5 kuz)             | (34 //0)                        | (55 (00))                                    | (180 000                                 |
| 7. Payments of finance lease liabilities  | (1214)              | (2 317)                         | (85)   | {210                                     |
| n, interest paid  | (11 560)            | (25 600)                        | (2 982)                                      | (12 222                                  |
| D. Other cash autitions from financing activities   | (3 022)             | (3 877)                         | (19 876)                                     | (20 054                                  |
| III. Cash flows from financing settyllies (I-II)  D. Not Ingresse (decresse) in cress and pash equivalents (A+-5+-C)  | (25 052)<br>6 712   | (28 337)                        | 43 001<br>15 500                             | (4 560<br>(12 611                        |
| E. Balance shoot change in cash position  | 6 712               | (2A 337)                        | 15 500                                       | (12 811                                  |
| to an in the section of the section | (3)                 | <b>de</b>                       | 2  |  |
| - change in cosh masion due to exchange rate differences  |                     | Marie Cal                       |  |  |
| - griange in cash production due to exchenge calle directions.  F. Crash at the beginning of the financial year.  G. Cash at the and of the financial year (F-)- D), including:   | 49 500<br>49 212    | 77 540<br>40 212                | 64 491<br>109 001                            | 122 007                                  |

| Assets   | 978 203<br>23 054<br>285<br>241 067<br>2 706<br>1 502<br>1 193 | 948 145<br>24 760<br>16<br>227 613<br>2 618 | 917 957<br>12 285<br>52<br>87 403 | 800 488<br>8 883<br>84 |
|--|--|---|-----------------------------------|------------------------|
| 1. Intengible (keel assets, inchming: _ poortwil 2. Tangible fixed assets 3. Long-term receivables 3. From mining parties 5.2. Fish other parties 5.2. Fish other parties 4.1. Lang-term receivables 4.1. Lang-term receivables 4.1. Lang-term fixed manets 4.1. Lang-term fixed fixed sasets 4.3. Long-term fixed parties 5. Long-term fixed parties 6.5. Long-term fixed parties 6.6. Long-term fixed parties 6.7. Long-term fixed parties 6.8. Long-term fixed parties 6.9. Long-term fixed p | 295<br>241 007<br>2 706<br>1 502<br>1 193                      | 18<br>227 613<br>2 818                      | 52                                | £ 883                  |
| 2. Tangble fired spaces 3. Long-term receivables 3.1. From method parties 5.2. Fish other parties 4. Long-term investments 4. Long-term investments 4.1. Land and buildings 4.1. Land and buildings 4.3. Long-term financial investments 3. Long-term financial investments 3. In related parties, recludings investments in essectiated universalized parties of the equity method of recogniting   | 241 007<br>2 706<br>1 502<br>1 193                             | 227 613<br>2 818                            |                                   |                        |
| 3. Long-turm received as 3. From either peries 52. Figure other peries 4. Long-turm investments 4.1. Land and buildings 4.2. Intanguist food seates 4.3. Long-turn fixanguist investments a) in related peries, rectuding: investments in exactive during accounted for by the equity method of secounting   | 2 706<br>1 502<br>1 193  | 2 818                                       | 974031                            |                        |
| 3.1 From related portices 3.2 From related portices 4. Long-term investments 4. Long-term investments 4.1 Land and buildings 4.1 Land and buildings 4.2 Intangiller food exacts 4.3 Long-term financial investments 5) In related parties, heliudings by the shoulding investments 6 Investments in essectiated universalizings accounted for by the equity method of secsualing   | 1 502<br>1 193   |   | 2 7801                            | 03 815<br>3 889        |
| 4. Long-term Investments 4.1. Land and buildings 4.2. Intangine fixed exacts 4.3. Long-term (inangis) investments 5. In relyind parties, including:  - Investments in associated unitanskings accounted for by the equity method of recogniting  |  | 1 002                                       | 1 602                             | 1 602                  |
| 4.1. Land and buildings 4.2. Intanplies fladd exacts 4.3. Long-term financial investments a) in related parties, rectuding:  |  | 1 216                                       | 1 187                             | 2 287                  |
| 4.2. Intanglite fixed seales: 4.3. Long-term (panels) investments 3. Long-term (panels) investments 3. In relyted parties, re-tuding: - Investments in essociated unitanskings accounted for by the equity method of kecauniting   | 869 365  | 076 295                                     | 810 148                           | 777 706                |
| 4.3. Long-term (pagnols) investments 3) in relyied perities, heritaling is accounted for by the equity method of recogniting  - investments in especiated universalings accounted for by the equity method of recogniting  | <del></del>  | <del></del>                                 | <del></del>                       |                        |
| a) in related parties, including: - Investments in Associated unriAnakings accounted for by the Aguity method of Recounting  | 669 118  | 678 048                                     | 012 900                           | 777 487                |
| - investments in accordated uniternakings accounted for by the equity method of eccounting   | 813 095  | 588 707                                     | 723 6BB                           | 888 797                |
| b) to other parties  |  |   |                                   |                        |
|  | 78 021   | 87 330                                      | 60 212                            | 90 BD0                 |
| 6.4. Other lang-term Investments  5. Determent tax and long-term determed costs  ——————————————————————————————————  | 21 122   | 18 970                                      | 249                               | 748<br>18 185          |
| 5.1. Delorted tax  | 9 733  | 14 399                                      |                                   | 12 190                 |
| 5.2. Oglerno nosts   | 11 360   | 2 280                                       | 2 271                             | 3 987                  |
| (I. Current assets   | 373 480  | 434 478                                     | 589 641                           | 323 174                |
| 1. Inventories   | 7 313  | 6 972                                       | 5 506                             | 33 650                 |
| Z. i. From related parties   | 49 628   | 299 101                                     | 291 007                           | 212 119<br>52 095      |
| 2.2. From other perion   | 272 881  | 267 535                                     | 251 W26                           | 158 184                |
| 3. Short-term Investments  | 33 808   | 113 147                                     | 81 402                            | 71 841                 |
| 3,1. Short-term (b) and all investments  | 33 688   | 110 147                                     | 81 402                            | 71 441                 |
| a) In related hattles  | 204  | 58 458                                      | 18 807                            | 16 049                 |
| b) in other parties  | 22 258<br>11 426   | 45 H26<br>8 802                             | 40 MSB<br>15 737                  | 39 H30<br>16 962       |
| ir) each and cesh requivalents 3.2. Other short-term investments   | 11420  | 9 8 1 2                                     | 13 797                            | 10 902                 |
| 4, Short-term deferred costs   | 15 790   | 10 173                                      | 10 757                            | 5 484                  |
| Total assets   | 1 351 603  | 1 382 550                                   | 1 307 598                         | 1 223 662              |
|  |  |   |                                   |                        |
| Shareholders' equity And liabilities   |  |   |                                   |                        |
| I. Shareholders' equity  | 750 318  | 739 841                                     | 732 818                           | 690 321                |
| 1. Shere capital 2. Unpaid capital   | 13 025   | 13 025                                      | 10 504                            | 13 534                 |
| 3. Own shares held (negative value)  | <del></del>  |   | <del></del>                       | <del>i</del>           |
| 4. Spare capital   | 705 814  | 701 610                                     | n58 800                           | 5.55 080               |
| t, Reveluation reserve   |  | ·   |                                   |                        |
| 6. Other spare capital   |  |   |                                   |                        |
| 7. (Indistributed profit (not covered than) from previous years  8. Net profit (lass)  | 20 810   | 4 185<br>19 702                             | 69 885                            | 102 611<br>15 187      |
| 8. Net profit deductions (negative value)  | AU 810   | 19.702                                      | 90 590                            | 15 18/                 |
| 10.Bands converted into share skeltel - not yet registered   | 9 870  |   | -                                 |                        |
| II. Lizbilities and provisions   | 601 364  | 643 317                                     | 574 779                           | 533 341                |
| 1. Deferred income tex and provisions  | 22 577   | 15 61H                                      | 17 217                            | 14 805                 |
| 1.1. Deferred Income tox   |  | i   | 3 026                             |                        |
| 1.2. Provisions for retirement benefits and equivalent   | 800  | 000<br>MOÚ                                  | 000                               | D00                    |
| a) long-term provisions  | - ,  |   | 1100                              | 1)()(3)                |
| 1.3. Other provisions  | 21 077   | 17 016                                      | 13 392                            | 14 005                 |
| a) krinp-term pro-wichts   |  | •   |                                   |                        |
| b) short-term provisions   | 21 877   | 17 81G                                      | 13 392                            | 14 005                 |
| 2. Long-term habitales   | 116 341  | 300 654<br>119 763                          | 252 825                           | 225 400                |
| 2.1. To related parties 2.2. To other parties  | 154 930  | 180 593                                     | 252 625                           | 226 400                |
| 3. Short-term #ahilities   | 301 853  | \$05 802                                    | 284 705                           | 279 241                |
| 3.1. To related parties  | B 150  | 12 290                                      | 4 503                             | 8 055                  |
| 3.2. To other parties  | 201 412  | 291 278                                     | 278 850                           | 274 071                |
| 3.3. Special funds   | 2 280<br>3 5A3   | 2 034<br>1Z 443                             | 1 313                             | 1 115                  |
| 4.1. Badwa   | Ence   | 12 643                                      | 20 232                            | 12 895                 |
| 4.2. Aggraph   | 5 563  | 12 443                                      | 20 232                            | 12 885                 |
| a) long-torm   |  |   |                                   |                        |
| b) short-term  | 5 503  | 12 445                                      | 20 232                            | 12 885                 |
| Total tiebilities and shemholders' equity  | 1 331 955  | 1 382 668                                   | 1 307 598                         | 1 223 882              |
|  |  |   |                                   |                        |
| Gook value   | 750 J19<br>13 890 890  | 739 341                                     | 732 519<br>13 534 524             | 690 321                |
| Number of shares   | 13 040 890<br>54,0Z  | 13 826 701<br>53,48                         | 13 534 524<br>64,14               | 10 534 524<br>51,00    |
| Book will oper share (in PLN) Ani(s)paled number of shares   | 34,02  | 33,40                                       |                                   | 21,00                  |
| Oilyled book value per whare (in PLN)  |  |   | <del> </del>                      |                        |
|  |  |   |                                   |                        |
| OFF BALANCE SHEAT ITEMS  | 50,03,2004   | 81282004                                    | 80.062063                         | 81.03.2003             |
| 1. Conlingant receivables  |  |   |                                   |                        |
| 1.1. From relater (parties   |  |   | 4                                 |                        |
| guarantega raceived  |  |   |                                   |                        |
| 1.Z. From other parthia  |  |   |                                   |                        |
| - guarantees received  | 80 628   | G4 39A                                      | 02 7 1B                           | 58 958                 |
| 2. Contingant liabilities 2.1. To related penica   | 00 028<br>8 458  | 32 108                                      | 15 613                            | 15 70G                 |
| - guarantege gravited  | 8 450  | 32 190                                      | 15 813                            | 13 708                 |
| 7.2. To other parties  | 50 170   | T\$ 198                                     | 47 105                            | 64 252                 |
| - guarantees granted   | 5 472  | 32 198                                      | 47 105                            | 44 252                 |
| henk gustantees received   | 43 891   | — <del></del> †                             |                                   |                        |
|  | 50,429   | 64 396                                      | GZ 748                            | 200                    |
| 5. Other Total off-balance sheet items   |  |   |                                   |                        |

| PRORIGIAND LOSSY-ACCOUNT (In thousand Pub)   | Sup deliberation | 2 dominated for the | See draite sons | Zitt/afters 2005 |
|--|------------------|---------------------|-----------------|------------------|
| PROFITCAND COSS ACCOUNT  | 3                |                     |                 |                  |
| In thousand Pub)   |                  | Burnstative         | 2.2             | duministre :     |
| 보통하다 美통하다는 이번 사람들은 다 바람이 되었다. 그리다 되는 것은 그 다  | to A be more     | In all on soot      | Nort 01,04,2002 | THOR PLOT STORE  |
| I. Adventura, introdings   | 163 662          | 262 662             | 220 041         | 400 003          |
| - from related partise   | 18 036           |                     | 6.512           | 33 25            |
| Bales of finished products ≠nd services  | 139 178          | 261 601             | 182 582         | 2/71/852         |
| 2. Salos of goods for resale and materials   | 44 510           |                     | 57 47 9         | 174 231          |
| II. Cost of sales, including:  | 107 683          |                     | 125 007         | 270 1BC          |
| to related digitles  | 15 310           |                     |                 | Z4 11.           |
| 1, Costs of products and pervices mild   | B6 195           |                     |                 | 130 786          |
| 2. Costs of goods and majorials sold   | 41 A88           |                     | 45 170          | 140 41           |
| Ill. Gross margin (HI)   | 75 806           |                     |                 | 18A 963          |
| IV. Setting costs  | 13 095           |                     |                 | 25 551           |
| V. General and administrative costs VI. Not margin (III-IV-V)  | 18 438           |                     |                 | 73 209<br>60 108 |
| Vis, Other operating income  | 1 075            |                     | 4 104           | 4 689            |
| Profit on disposal of non-financial fixed assets   | 17               |                     |                 | - 4 465          |
| 2. Donations received  |                  |                     |                 |                  |
| 3. Other operating income  | 1 056            | 1 599               | 4 104           | 4 889            |
| VIII. Other operating expenses   | 12 27 5          | 16 426              | 19 367          | 11 720           |
| 1. Loss on disposal of non-financial fixed essets  |                  | 70 -20              | 305             | 307              |
| 2. Provisions for non-financial fixed assets   | 2 643            | 3 480               | 4 223           | 4 223            |
| 3. Other operating expenses  | 9 032            | 11 930              | 3 839           | 7 190            |
| IX. Oper operating profit (VH-VII-VIII)  | 7 256            | 38 786              | 34 6BZ          | 53 074           |
|  |                  |                     |                 |                  |
| X. Financial income  | 21 045           | 35 044              | 44 629<br>6 331 | 68 513<br>6 331  |
| DMdenda and equivalents received, including:   | <del></del>      |                     | 9 312           | 6 312            |
| - from related purities  | <del></del>      | 40.000              |                 |                  |
| 2. Interest, Including:  | 11 902           |                     | 9 274           | 21 504           |
| - from felated parties   | 10 612           |                     |                 | 10 001           |
| 3, Profits on disposal of investments  | 6 807            | 6 807               | (187)           |                  |
| 4. Revaluation of Investments  | (1 993)          | 1 685               | 25 305          | 40 306           |
| 5, Ollier  | 6 708            |                     | 346             | 372              |
| XI, Financial expenses   | 26 874           | 40 201              | 20 786          | 30 371           |
| Interest, including:   | 7 100            | 20 870              | D 478           | 1D 675           |
| - to related parties   | <u> </u>         | 5 867               | 17              | 07               |
| 2. Losses on disposal of investments   |                  | :                   |                 |                  |
| 3. Revalvetion of investments  | 16 717           | 23 409              | 0.765           | 12 442           |
| 4. Other   | (231)            | 1 990               | 2 332           | 7 354            |
| XII. Profit on ordinary autivities before taxes (IX+X-XI)  | 3 227            | 27 546              | 57 955          | 82 210           |
| XIII. Extraordinary Items (XIII.1 XIII.2.)   |                  |                     |                 |                  |
| 1. Extraordinary profit  |                  |                     |                 |                  |
| 2. Extraordinary loss  |                  |                     |                 |                  |
| XIV. Profit balors income tax (XII+1-XIII)   | 3 227            | 27 548              | 57 905          | 62 216           |
| XV. Income tax   | 2 119            |                     | 15 457          | 21 531           |
| A) current las   | (2.548)          |                     | 235             | 4.89             |
| b) deferred tox  | 4 867            | (1 013)             | 15 222          | 10 004           |
| XVI. Other obligatory charges  | <del></del>      |                     |                 |                  |
| XVII. Share of result of appeciates accounted for by the equity smalled of accounting XVIII. Not profit (loss) (XIV-XY-XVI-)-XVIII | 1 108            | 20 810              | 42 498          | 60 050           |
|  |                  |                     |                 |                  |
| Not profit (for 12 months)   | -35 660          |                     | 105 158         | \_ <i>X</i> .    |
| Weighted average number of ordinary shares   | 13 780 870       |                     | 13 534 524      |                  |
| Basic sumbge per ordinary share (in PLN) Weighted overage anticipated number of ordinary shares                                    | -2,50            | $\sim$              | 7,77            |                  |
|  |                  |                     |                 |                  |

| 医骨囊冠骨 医阴囊性外 三种 医阴道性 经  | 200 tarmine 300 a                                | 2704744404                     | Springer 10 2003                        | 7 dreue 4 5003   |
|--|--|--------------------------------|---|------------------|
| WATER TO A STATE OF THE PROPERTY OF THE PROPER | Ĭ  | 博士 化二烷                         |   |                  |
| (f) tradus and PLLM  | 22. 一遍   | interest allowed to the second |   | dumulation       |
|  | TOTAL DESIGNATION OF                             | Transfer to 1.20 cm            | From 01,04,3000                         | front 03,01,2003 |
| r Obouing palance of sparopoiders, squify  | 739 341  | 714 630                        | 690 321                                 | 672 18           |
| a) changes in accounting policy b) corrections of fundamental errors   | <del></del>                                      |                                |   |                  |
| La. Opening training of shareholders' equity after reconciliation to comparable data   | 739 341  | 714 836                        | 690 321                                 | 872 13           |
| ). Questing balance of share capital   | 13 625   | 13 791                         | 13 534                                  | 15 53            |
| 1.1. Changes in share capital  | -  | 34                             |   |                  |
| a) increase  | <del></del>                                      | 34                             |   |                  |
| b) dograpse  |  |                                |   |                  |
| - retremption of awn shores  |  |                                |   |                  |
| 1.2. Closing balanch of share papilal  | 13 020   | 15 525                         | 13 534                                  | 13.53            |
| 2. Opening balance of impald capitol 2.1. Changes in impald capitol  |  |                                |   |                  |
| a) horacia   |  |                                |   |                  |
| b) docresse  |  |                                |   |                  |
| 2.2. Clearing balance of urpaid capital  |  |                                |   |                  |
| 3. Opening balance of own chares held 3.1. Changes in own chares held  |  |                                |   |                  |
| 3) mg/436d   | <u> </u>   |                                |   |                  |
| b) dogrepse  | <del></del>                                      |                                |   |                  |
| 3.2. Closing belance of amy shares hald  | · · · · ·  |                                |   |                  |
| 4. Opening balance of spare copital  | 701 610  | 085 552                        | 585 869                                 | 555 90           |
| 4.1. Changes in spare capital  | 4 195  | 0 182                          | 142 811                                 | 102 61           |
| a) increase  | 4 195  | 9 162                          | 102 011                                 | 102 61           |
| - nai broug quantieu (alainfold)   | <del></del>                                      | <del></del>                    | <del> </del>                            |                  |
| net profit distribution (ever statutory-required minimum value)  | 4 106  | 4 195                          | 100 711                                 | 100 71           |
| - altre/   |  |                                | 1 000                                   | 190              |
| - conversion of boulds into shares (ahare promium)   |  | 4 9117                         |   |                  |
| D) degrepse  | <u> </u>   | <u> </u>                       |   |                  |
| 4.2. Closing belance of spare capital  | 705 814  | 705 814                        | 958 600                                 | 658 65           |
| 5. Opening balance of revaluation reserve  |  | 1,3241,9                       | -                                       | *****            |
| 5.1. Changes in myaluatan reserve  |  |                                |   |                  |
| a) increase  |  |                                |   |                  |
| a) decrease of fixed assets  | <u> </u>   |                                |   |                  |
| 3.2. Closing balance of revaluation reserve  | <del>                                     </del> | —— <del>-</del>                |   |                  |
| 8. Opening balanch of other spare capital  |  | <del></del>                    |   |                  |
| 6.1. Changes in other spore capital  |  |                                |   |                  |
| a) intringgo   |  |                                |   |                  |
| b) docrease  |  |                                |   |                  |
| Closing balance of other spare capital     Opening balance of undertributed profit (not covered loss) from prevolus years  | 4 195  | 4 105                          | 102 611                                 | 102 61           |
| 7.1. Opening belance of undetributed profit from provotus years  | 4 195  | 4 195                          | 102 511                                 | 102 81           |
| a) changes in accounting policy  | - 100  |                                | ,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,,, |                  |
| b) corrections of fundamental errors   |  |                                | •                                       |                  |
| 7.2. Opening balance of undistributed profit from previous years after recognitization to comparable   |  |                                |   |                  |
| data   | 4 195  | 4 195                          | 102 611                                 | 102 61           |
| profit distribution to spare ceptial   | <del>-</del> -                                   |                                |   |                  |
| b) decre440  | 4 195  | 4 195                          | 102 011                                 | 102 61           |
| - profil distribution to appre copital   | 4 106  | A 195                          | 102 011                                 | 102 61           |
| 7.3. Cluship halance of undistributed profit from previous years   |  |                                |   |                  |
| 7.4. Opening balance of not covered less from previous years   |  |                                |   |                  |
| A) Changes in accounting policy     Discoverables of fundamental arrans  | <del>                                     </del> |                                |   |                  |
| n) southerm or remobility with the   |  |                                |   |                  |
| 7.5. Opening betance of not covered loss from provious years after reconciliation to comparable data   | ,  |                                |   |                  |
| of hickorace   |  | -                              | -                                       |                  |
| - Iransfer of kess to be covered   |  |                                |   |                  |
| D) detrenac  |  |                                |   |                  |
| 7.8. Clasing belance of not covered loss from previous years<br>7.7. Clasing balance of undistributed profe (not covered loss) from previous years   | <del>                                     </del> |                                |   |                  |
| 6. Net profit (koss) for the period  | 1 106  | 20 810                         | 42 494                                  | 60 60            |
| a) nel profil  | 1 108  | 20 810                         | 42 498                                  | BQ 66            |
| tani ipan (d   |  |                                |   |                  |
| c) officer not profit (loss) deductions  |  |                                |   |                  |
| 1) changes in Recounting policy  |  |                                |   |                  |
| s) corrections of fundamental errors  U. Unregistered afters capital increase  | 6 870  | 9.870                          |   |                  |
| L Closing belance of shareholders' equity  | 750 319  | 750 319                        | 752 019                                 | 782 B1           |
| III. Closing balance of shareholders' equity ragarding the proposed profit distribution (loss  |  |                                |   |                  |
|  | 750 340  | 750 310                        | 732 819                                 | 732 81           |

| 기계, 공기 교육적 경기 공연하는 경기 경기 등을 가지 않는다.   | Shore dar Shipe | administration.                                   | Sud desides Sport | · s dracaus sons                  |
|---|-----------------|---|-------------------|-----------------------------------|
| STATEMENT OF CASHIFLOWS   | Ki: 2-14 : 10   | oli-junitivo                                      |                   | cientile()                        |
| (In mouse in view   | 70000000        | Hearto de choos                                   | Trong 01 na 2003. | from 61.0 (.2003<br>to 30.02.7003 |
| Cash flows from operating activities  | 1 108           | 20 510  | 42 458            | 30 65                             |
| Nyt profit (foss)<br>. Adjustments to reconcile not profit to net смућ generated by aperating наtivities:             | 15 724          | (3.584)   | (79 655)          | (57 973                           |
| Share of result of associates accounted for by the equity method of accounting  |                 |   |                   |                                   |
| . Depreciation  | 5 070           |   |                   | 10 5 <u>0</u><br>3 01             |
| . Foreign exchange gains (leasus)   | 1 970           |   | (10 537)          | (11.73                            |
| I. Interest and dividends received and paid   | (3 392)         |   |                   | 3 69                              |
| . (Gaina) lossos Irom investina welivities<br>I. Change in provisiona   | 4 00 1          | 1 081   | 2 412             | 1 87                              |
| , Change is investories   | 1 858           |   |                   | 39 52                             |
| Chappe in receivables   | (17 319)        |   |                   | (133 10                           |
| . Change in about-term (labilities (except for creds recilities and loans)  | 10 017          |   | 15 939            |                                   |
| Change in prepayments and accruals' tradency  | 22 855          |   | (18 497)          | (25 81                            |
| 1. Other adjustments  | 16 632          |   |                   | 271                               |
| II. Cash flows from operating activities (I+/-II)  J. Cash flows from investing activities                            |                 |   |                   |                                   |
| Cash inflows from investing activities  | 25 780          |   | 15 662            |                                   |
| Disosal of Intengible and tangible fixed exects   | 147             | 187   | 1 725             | 1.30                              |
| Physician of invastments in (and, buildings and intemptible fixed assots  | 25 63:          | AB 252  | 14.312            | 82 81                             |
| 3. Disposoi of financial investments, including those:  | 5 871           | 03 941  | 6 0 6 7           | 23 11                             |
| a) in religible parties - disposal of financial essals  |                 | 38 121  | (5 509            | 6 20                              |
| - dividends and equivalents received  |                 |   | 6 3 12            | 631                               |
| - repayment of long-term loans granted  | 123             |   |                   | 10.00                             |
| - Interest  | 5.550           | 3 2700  |                   | 1                                 |
| - repayment of short-term leans granted   | <del> </del>    | <del>}                                     </del> |                   |                                   |
| pling chait inflows from financial assets b) in other portes  | 14 65           |   | A 350             |                                   |
| - disposal of financial assets  | 11 830          | 11 830  |                   |                                   |
| - dividonds and equivients received   |                 |   | 11                |                                   |
| - repayment of long-form loans granter)   | 8 020<br>2 100  |   |                   | <del> </del>                      |
| - Rilered   | 2 10            | 1 4   |                   | 8 60                              |
| repayment of elien-term loans granted   | <del></del>     | <del> </del>                                      | -                 |                                   |
| - other cash follows from financial passifix 4. Other cash inflows from investing activities                          | 1               |   |                   |                                   |
| II. Cash outflows from investing notivities   | (25 284         | (46 020   |                   | (88 72                            |
| 1. Purchase of Intergible and Langible fixed Assets   | (\$0.090        | (27 332   | (3776             | (6 16                             |
| 2. Purchase of investments in lawri, buildings and thiangible fixed assets  | (4 990          | ) (18 697   | (24 027           | (81 70                            |
| Purchase of financial by estments, including those:   | (1 937          |   |                   |                                   |
| a) in relation nearline and in (a   | (1 073          |   |                   | (70 10                            |
| yurchase of financial assets  | 1               | (215  |                   | (104                              |
| - long-term loans granted<br>- short-term loans granted   |                 | -   | 1                 |                                   |
| - purchase of other financial passis  | (64             | )   |                   | 1                                 |
| a) in other parties   | (3 ()53         | (8 240  |                   |                                   |
| - mychana of financial assets   | 1740            | 4 1,  |                   |                                   |
| - long-term loans granted   | 1,              | +   | 3                 | •                                 |
| short-lenin leans granted     Quhar cash guillows from bluesting activities   | (104            | X   | - (770            | [79                               |
| III. Cash flows from investing activities (-ii)   | 51              | 6 42 40   | 5 (12 910         | (4 4 5                            |
| C, Cash flows from financing activities   | Ţ               | 7 56  | 60 002            | 253 50                            |
| I. Cash inflows from financing activities   | 9 121           | 7 56  | 3 00 002          | 253 50                            |
| 1. Share leave  | 9 12            | 7 7 58  | 0 00 00           | 2                                 |
| 2. Credit facilities and toans received   | 1               | <del> </del>                                      | •                 | 253 5                             |
| 3. Dabi socurities issye 4. Other mast inflown from financing epidities   | 1               | -   | -                 | 4                                 |
| II. Cash outflows from financing activities   | (21 811         | (65 556   | (17 160           | (257.7)                           |
| 1. Purchase of own shares   | +               | <del> </del>                                      | 1 -               | <del>1</del>                      |
| 2. Dividends and equivalents paid to sheretholders  |                 | 4   | <del>1</del>      | <del>] -</del>                    |
| 3. Other expenses related to profit distribution  | +               | <del>1</del>                                      | <del>}</del>      | 414                               |
| Repayment of credit facilities and loons received   | (5 983          | 34 775  | 3                 | 1 (109 0                          |
| 5. Redempliys of debt securities issued   | (3 MB)          | 3 104 / //  | <del>']</del>     | 1 - ''''                          |
| 6. Paymonia of other financial liabilities  | (1 100          | (2 274  |                   | <del>_</del>                      |
| 7, Payments of finance feeze (labilities  | (11.047         |   | (2.902            | (12.0)                            |
| 8. Interest paid  | (3 501          |   | (14 176           |                                   |
| 8. Other cash autilows from financing activities  | (12 764         |   | 48.84             |                                   |
| III. Cost flows from financing activities (I-II)  D. Nas increase (decrease) in ceah and cash equivalents (A+I-B+I-C) | 4 56            |   |                   | (6.1                              |
| E. Balance sheet change in cosh position  | 4 56            | 4 1 67  | 5 (1 225          | (6.1                              |
| - change in cash position due to exclunge rate differences  |                 |   |                   | 2                                 |
| F. Cosh at the beginning of the financial year  | 6 86            |   |                   |                                   |
| G. Cash at the end of the financial year (F+/- D), including:   | 11 42           | 5 11 42   | 6 1573            | 7 16                              |
| - rostricted cash and each equivalents  | 3 08            | 308   | <u>0</u> 4 4 B    | B 4                               |

2004 الدينوسك

Deriver Carles, Vice President of the Sourd

Beats Steimach - Member of the Board



# Comments to the Quarterly consolidated financial statements of Prokom Software SA Capital Group for the 2<sup>nd</sup> Quarter 2004 (SA-QSr 2/2004)

 Significant achievements of the Capital Group in the 2<sup>nd</sup> quarter 2004 and after the balance sheet date.

#### Operating activity

# Prokom Software SA

In the 2<sup>nd</sup> quarter of 2004 the Company: (1) executed the contracts signed in the prior periods; (2) prepared for implementation of new projects that were already won; (3) conducted works connected to securing new contracts.

The Company focus was on all sectors of the economy and customers representing various areas of business. Prokom Software SA sales revenue by sector (excluding sales between Prokom Software SA and the Companies from the Group) were:

| Sectors                    | 2Q2004<br>cumulative<br>[PLN '000] | 2Q2004<br>cumulative<br>[%] | 2003<br>[PLN '000] | 2003<br>[%] |
|----------------------------|------------------------------------|-----------------------------|--------------------|-------------|
| Industry                   | 32,065                             | 9.74                        | 75,279             | 8.79        |
| Chemical                   | 8,524                              | 2.59                        | 25,026             | 2.92        |
| Energy                     | 10,223                             | 3,11                        | 22,190             | 2.59        |
| Construction               | 5,095                              | 1.55                        | 19,108             | 2.23        |
| Steel                      | 7,396                              | 2.25                        | 6,374              | 0.74        |
| Other                      | 827                                | 0.24                        | 2,581              | 0.31        |
| Services                   | 120,325                            | 36.57                       | 326,458            | 38,13       |
| IT&Telecommunication       | 117,176                            | 35.61                       | 314,698            | 36.76       |
| Media                      | 1,001                              | 0,30                        | 3,659              | 0.43        |
| Other                      | 2,148                              | 0.66                        | 8,101              | 0,94        |
| Finance                    | 68,639                             | 20.86                       | 175,203            | 20.47       |
| Insurance                  | 62,496                             | 18.99                       | 162,744            | 19.01       |
| Banks and Brokerage Houses | 6,142                              | 1.67                        | 11,923             | 1.39        |
| Other                      | 1                                  | 0.00                        | 536                | 0.07        |
| Public Institutions        | 108,031                            | 32.83                       | 279,140            | 32.61       |
| Total (PLN million)        | 329,060                            | 100,00                      | 856,080            | 100.00      |

After winning the tender and concluding the Frame Agreement for implementation of an Integrated IT System (ZSI) at PZU SA, the Company started negotiations of specific stages of system implementation. In this process both parties will define a detailed scope of works as well as its value. They will also sign the agreements for the defined work. Prokom will be responsible for implementation and customisation of CSC software solution as well as implementation and integration of the presently functioning at PZU third-party systems and software applications. First agreements should be concluded in the third quarter of 2004. In



the second quarter Prokom started the analytical part of the project, during which it should define PZU's organizational requirements and technical parameters of the systems at PZU SA Group.

Second quarter was also the time of an intensive analytical and preparation works at another key customer of Prokom – Polish Post. Last year the Company completed the WAN project connecting more than 2000 of Polish Post branches – key project for the Polish Post's IT strategy. The project included: implementation of an anti-virus system (15,000 workstations), system for workstations remote control (13,000 workstations), system for software remote distribution (4,000 workstations), further development of the electronic mail system (additional 5,300 users). In the next stage of this project, which is currently under negotiation, Prokom will provide Polish Post with a secure, operationally efficient and optimal from the cost point of view, software platform that will enable its remaining units across Poland to communicate effectively.

Further computerization of the Polish Post assumes implementation of ERP system, finance and accounting system, and other systems for software and IT infrastructure maintenance.

Moreover, the Company negotiates a several contracts with its other key clients, amounting to more than PLN 300mln. The majority of these contracts may be concluded in the 2nd half of 2004.

#### Softbank SA

On April 14th 2004 - Softbank SA and Polska Wytwórnia Papierów Wartościowych SA (PWPW) entered into an agreement for the delivery of hardware and software, provision of training and maintenance services and installation of IT networks. The value of the agreement, VAT exclusive, is PLN 27.7m, and the term for its performance expires upon the lapse of 20 weeks as of its effective date. The agreement is subject to the following conditions precedent: 1) the Ministry of Internal Affairs and Administration and the Ministry of Infrastructure enter into a cooperation agreement for the development and operation of telecommunications and IT systems; 2) the Supervisory Board and the Genaral Shareholders Meeting of PWPW agree to the Implementation of the system and purchase of the infrastructure and services related to the implementation of the Central System for Personalisation of Vehicle Registration Cards, and to establishing a performance bond in the form of a bank guarantee; 3) PWPW and the Ministry of Infrastructure execute an annex to the agreement on the production of centrally personalised vehicle registration cards. Should the conditions precedent not be fulfilled by April 30th 2004, the parties may terminate the agreement (under an annex of April 30th 2004 and May 14th 2004, this deadline was extended to May 31sl 2004). The agreement provides for contractual penalties, whose value in relation to any agreed item which has not been executed in due time may not exceed 25% of the fees for a given item.

(communiqué of Softbank SA – dated oп April 14<sup>th</sup> 2004)

On April 22nd 2004 Softbank SA executed an annex to the subcontracting agreement of January 6th 2004 with Softbank Servis Sp. z o. o., a wholly-owned subsidiary of Softbank SA. Under the annex, the agreement was amended so that the sub-contractor would receive consideration for all work performed in the final amount of PLN 15.2 million (VAT exclusive), which represents an increase of PLN 6,3 million in relation to the originally agreed consideration. The annex was executed in connection with the transfer of some of the tasks previously planned to be executed by Softbank SA to the subcontractor, which is designed to optimise the management of Softbank SA's resources.

(communiqué of Softbank SA - dated on April 23rd 2004)

 On May 17th 2004 Softbank SA was informed of the fulfilment of all the conditions precedent of the agreement of April 14th 2004 with Polska Wytwórnia Paplerów Wartościowych SA (PWPW) for the



delivery of computer hardware and software, provision of training services, installation of computer networks and provision of maintenance services. The agreement is valued at PLN 27.7m (VAT exclusive) and is to be performed within 20 weeks as of its effective date, i.e. May 14th 2004.

(communiqué of Softbank SA – dated on May 17th 2004)

On June 28th 2004 Softbank SA and PKO BP SA executed an annex to the agreement of October 27th 2003. The annex, valued at EUR 852,800 (approx. PLN 3.8m, VAT exclusive), extends the initial scope of the agreement to include sale of a software license together with the implementation and maintenance services. The provisions of the annex are to be performed within four weeks.

(communiqué of Softbank SA – dated on June 30th 2004)

#### Optix Polska Sp. z o.o.

- executed the first stage of the contract for Central Backup System at TP SA. The delivery of EMC matrixes for TP SA was postponed untill the 3<sup>rd</sup> quarter 2004.
- provided the maintenance services for PTK Centertel Sp. z o.o.
- provided the matrixes for PTK Centertel Sp. z o.o.

#### Incenti SA

- finished the project for provision and implementation of e-learning training for CRM at TP SA.
- concluded the contract for Data Center at Górnoslaska Spółka Gazownicza.
- concluded the outsourcing agreement with Hortex SA
- extended the scope of agreement with HDI Samopomoc for WAN management services.
- concluded the contract for implementation of e-learning solution at Telewizja Polska.

#### Koma SA

- executed the contracts for delivery of hardware for MGI Metro, Ministry of Finance and PZU.
- executed the PHARE contract with GUS.
- executed the long-term outsourcing contracts at ING BSK, Ministry of Finance and Netia SA.
- sold the in-house network solution to ING BSK SA and Millennium Bank SA,

#### Combidata Poland Sp. z o.o.

- executed the contract for training in the field of Comprehensive Katastral System in Poland.
- developed the Oracle training base.
- continued the trainings for ZUS staff.

#### Financing activities

In the 2<sup>nd</sup> Quarter 2004, as in the previous periods, Prokom Software Capital Group financed its operations with cash generated from operations and used external sources of financing.

The external financial sources of the Parent Company included:

- short-term ordinary bearer bonds program of the maximum nominal value of PLN 200 million, offered by BRE Bank SA (as at August 12<sup>th</sup> 2004 PLN 76.6 million was used).
- revolving credit line with BRE Bank SA (the maximum value of PLN 15 million as at August 12<sup>th</sup> 2004, PLN 1 million was used).
- revolving credit line with Raiffeisen Bank Polska SA (the maximum value of PLN 90 million as at August 12<sup>th</sup> 2004, PLN 34.9 million was used).
- revolving credit line with BPH PBK SA (the maximum value of PLN 200 million as at August 12<sup>th</sup> 2004, PLN 22.7 million was used).
- investment loan with BPH PBK SA (the value of PLN 100 million as at August 12<sup>th</sup> 2004, PLN 55.9 million was used).



- convertible bonds as at August 12<sup>th</sup> 2004 the nominal value of issued bonds was equal to PLN 146.8 million.
- investment loans with J&T Banka, a.s. and Keene & Sons Ltd (the total value of CZK 281.8 million being the equivalent of PLN 40.2 million as at August 12<sup>th</sup> 2004 was fully repaid).

The Group invested spare cash in commercial papers and bank deposits. The Group used its own resources, external debt and cash collected from its accounts receivables to pay for its obligations that resulted from the normal course of business. According to the Management Board proposal, on June 30<sup>th</sup> the ASM appropriated the 2003 net profit (PLN 30m) in full for the spare capital.

As at June 30<sup>th</sup> 2004 the Parent Company's liabilities amounted to PLN 499.0 million, in particular: bank loans and credits (PLN 154.9 million), convertible bonds (PLN 167.9 million), short-term commercial bonds (PLN 54.4 million), obligations resulting from the financial lease of Prokom Software SA's new headquarters (PLN 120.5 million) and others (PLN 1.3 million).

In the opinion of the Management Board, the Prokom Software SA's liabilities should remain at the same or lower level. The Company may increase the use of its existing credit capacity in case of new capital investment requirements.

#### Investing activities

On April 7th 2004 Softbank SA and Rodan Investments Sp. z o.o. of Warsaw, signed an agreement
for the sale of Softbank SA's block of shares in Centrum Informatyki ZETO-RODAN Sp. z o.o. of
Warsaw, a subsidiary of the Company. The shares were sold for PLN 650,000 (six hundred and fifty
thousand złoty).

(communiqué of Softbank SA - dated on April 7th 2004)

- On April 29<sup>th</sup> 2004 Softbank SA and Mr. Mariusz Gąsowski signed the agreement for the purchase
  of 3,000 nominative shares of Sawan Grupa Softbank SA at the nominal value of PLN 11 each,
  entitling to 12.05% votes at the General Meeting. The purchase price amounted to PLN 1.3 million.
- (included in Softbank SA quarterly report for the 2Q2004 dated on August 10th 2004)
- On May 18th 2004 the District Court in Katowice registered the increase in the share capital of PUP Spin Sp. z o.o. (subsidiary company). As the result the share capital of PUP Spin Sp. z o.o. increased by PLN 510,000 up to PLN 577,500, and split into 1,155 shares of nominal value of PLN 500,00 each, giving rights to 1,155 votes at the General Meeting. As the result of that increase the stake of Prokom Software SA in the share capital and votes increased to 59.74%,

(communiqué of Prokom Software SA - RB/28/2004 dated on May 27<sup>th</sup> 2004)

On May 21<sup>st</sup> 2004 the District Court in Gdańsk registered an increase in the share capital of Prokom Internet SA (subsidiary company) for the amount of PLN 111.5m. After registration the share capital of Prokom Internet SA amounts to PLN 122,050,140 and is split into 30,512,535 shares of nominal value of PLN 4,00 each, giving rights to 68,919,807 votes at the General Meeting. As the result of that increase the stake of Prokom Software SA in Prokom Internet SA increased in the share capital and votes to 99.57% and 99,04% respectively.

The liabilities resulting from the acquisition of shares was, on the basis of compensation agreement, settled with the Company's receivables from Prokom Internet SA in the amount of PLN 111.5 million. In this way the asset item in the form of notes of Prokom Internet S.A. was replaced by another asset Item in the form of shares of Prokom Internet SA.

(communiqué of Prokom Software SA - RB/26/2004 dated on May 25th 2004)



On May 27<sup>th</sup> 2004 Prokom Software SA and Prokom Internet SA (subsidiary company throughout 99,04% votes at the General Meeting) sold all shares in ce-market.com SA. All 1,470,000 shares were purchased by Impexmetal SA seated in Warsaw for the unit price PLN 0.01 per share. The shares sold constitute in total 49.00% of ce-market.com SA's equity, which defines them as being substantial value assets. The decision of sale of mentioned above shares results from the strategy of Prokom Software SA, which assumes de-investment of all Internet assets not related directly with the software activity of the Group. The valuation of sold shares was based on company's financial condition analysis and prediction of costs indispensable for further operations.

(communiqué of Prokom Software SA - RB/27/2004 dated on May 27th 2004)

• On June 7th 2004 PUP Spin Sp. z o.o. (Prokom Software SA's subsidiary) and Telmax SA settled and signed the Merger Plan, which finishes the sequential stage of merger of both companies. Telmax SA will take over PUP Spin Sp. z o.o., basing on the art. 492.1.1 of the Commercial Code, i.e. throughout the transfer of PUP Spin Sp. z o.o.'s assets to Telmax S.A. In return for shares held, the shareholders of PUP Spin Sp. z o.o.'s will be given 4,320,921 new issued shares of Telmax S.A. In result the merged Company will be well positioned on the Polish IT market, and listed on the Warsaw Stock Exchange. The merger process is to be completed until October 2004.

(communiqué of Prokom Software SA - RB/29/2004 dated on June 9th 2004)

On June 14th 2004 the Court registered an Increase of the share capital at Agencja Wydawnicza i
Marketingowa Mediabank SA, a subsidiary undertaking of the Company. Currently, the share capital
of AWiM Mediabank SA amounts to PLN 10,015,000. The Company holds 100,150 shares,
representing 100% of the share capital of AWiM Mediabank SA and conferring the rights to 200,300
votes at the General Shareholders Meeting, that is 100% of the total vote.

(communiqué of Softbank SA – dated on June 29th 2004)

- PVT Prokom a.s. (100% subsidiary), seated in Prague (CZ), has completed the acquisition of the core IT business of PVT a.s., the largest local Czech systems integrator, followed by:
  - 1. Prokom Software SA sold to MEI Beheer B.V. and J&T Private Equity B.V. shares constituting 25% stake in PVT a.s. for the amount of CZK 404m (approx. PLN 60m). The company used the cash received for repayment of the investment loan from J&T Banka a.s. drawn for the purchase of shares of PVT a.s. in the amount of CZK 243m (approx. PLN 36m) and the loan from Keene & Sons Limited in the amount of CZK 41m (approx. PLN 6m).
  - 2. PVT Prokom a.s. completed the acquisition of the core IT business of PVT a.s. for 404m CZK. This purchase price was financed partly by CZK 285m acquisition loan from HVB Bank Czech Republic to PVT Prokom a.s. (without recourse to Prokom Software SA) and by CZK 120m subordinated loan from Prokom Software SA to PVT Prokom a.s., which would be partially converted into the equity of PVT Prokom a.s.

Since May 1st PVT Prokom a.s. operates as the IT company, continuing the projects of PVT a.s. PVT Prokom a.s. will be consolidated by Prokom Software SA for the first time in the consolidated financial statements for the 2nd quarter of 2004.

(communiqué of Prokom Software SA - RB/37/2004 dated on July 23'd 2004)

### II. Significant events influencing financial results

The cumulative revenues of the Capital Group of Prokom Software after two quarters of 2004 amounted to PLN 650.5 million. Operating profit amounted to PLN 46.7 million, Profit before Income Tax PLN 5.6 million and Net Loss PLN (3.3) million.



After the 2 quarters of 2004 the sale of the Parent Company amounted to PLN 365.7m, while the sale of other companies from the Group amounted to PLN 330.0m.

|   |   | Net sales revenue |         | Net profit/loss |         |
|---|---|-------------------|---------|-----------------|---------|
| Company   | Business activity   | [PLN thousand]    |         | [PLN thousand]  |         |
| Capital stake/votes                                       |   | 202004            | 2003    | 202004          | 2003    |
| Prokom Software SA Parent Company www.prokom.pl           | Consulting activities in computer software, supplying computer software   | 365,665           | 873,741 | 20,810          | 4,195   |
| Softbank SA Capital Group<br>25.0/25.0<br>www.softbank.pl | Consulting activities in computer<br>hardware and software, supplying<br>computer hardware and software   | 162,545           | 344,678 | (1,911)         | 2,208   |
| Prokom Internet SA Capital Group 95.0/95.0 www.prokom.pl  | Supervision and management of the companies in the Group of Prokom Internet S.A., investing activities, business analysis and investing consultancy in utilization of new technologies in business activities | 5,353             | 18,910  | (1,073)         | (2,539) |
| Koma SA<br>75.0/75.0<br>www.koma.com.pl                   | Hardware trading, hardware maintenance services, implementation of internally developed software (Koma HR)  | 59,626            | 61,499  | 1,419           | 4,018   |
| ZETO Sp. z o.o.<br>100/100                                | Data processing services, space leasing   | 479               | 1,543   | (87)            | 138     |
| Combidata Poland Sp. z o.o. 83.8/83.8 www.combidata.pi    | Organization, preparation and conducting traditional and electronic trainings, manufacturing of training software, managing non-public IT school  | 6,949             | 19,233  | 405             | 3,157   |
| OptlX Polska Sp. 2 o.o.<br>60,0/66.8<br>www.optix.pl      | Design, preparation and implementation of complex information and document management systems and document storage systems  | 21,298            | 67.518  | (749)           | 2,000   |
| PUP Spin Sp. z o.o.<br>51.1/51.1<br>www.spinet.com.pl     | Trading and IT services, design of electronic equipment and systems, in particular in telecommunication, health and energy sector   | 47,034            | 102,206 | 6,556           | 25,485  |
| Postdata SA<br>49.0/49.0<br>www.postdata.pl               | IT services mainly for the Polish Post  | 40,066            | 61,517  | 1,968           | 1,884   |
| Incenti SA<br>49.0/49.0<br>www.incenti.pl                 | IT outsourcing services (Data Center)   | 8,126             | 27,131  | (1,902)         | (5,351) |
| PVT Prokom a.s.<br>100/100<br>www.pvt.cz                  | IT systems design and Implementation,<br>LAN and WAN development, e-business<br>and outsourding.  | 25,722            |         | (1,205)         | -       |

Financial data presented above does not include the consolidation adjustments

Percentages in share capital of entities subordinate indirectly, shown in the table above (as at June  $30^{th}$ ), are calculated as the result of multiplying percentage of the Parent Company in the share capital of the lower level parent company (significant investor) by percentage of the lower level parent company (significant investor) in the share capital of its subordinate entities.



#### Main factors Influencing the Net Result of the Group were:

- Operating Profits of PLN 46.7m generated by the Group
- Revaluation of financial assets PLN 23.4m
- Goodwill on consolidation and elimination of minority shares PLN 19.8m
- Purchase of 124 shares by PUP Spin Sp. z c.o. from minority shareholders together with prior share capital increase amounting to PLN 8.2m.

#### Revenues

After two quarters of 2004, sales of products and services (PLN 402.2 million) represented 61.8% of total revenues, while the remaining 38.2% was generated by sales of goods and materials (PLN 248.3 million). The majority of the Group's revenues PLN was generated by Prokom Software SA (56.2%) and Softbank SA Capital Group (25,0%).

#### Costs

After two quarters of 2004 the costs of products, services, goods and materials sold amounted to PLN 412 million, with the selling margin of 36.7%. The selling margin on sales of products and services equaled to 50.2%, whereas the selling margin on sales of goods and materials was 14.7%. Selling costs amounted to PLN 45.4 million and the general and administrative expenses summed up to PLN 132.5 million.

#### III. Important events affecting the Company's business after the balance sheet date

- On August 11th 2004 Softbank SA and Social Insurance Authority (ZUS) concluded an agreement for the delivery of multiprocessor servers infrastructure together with the disc matrix. The value of the agreement, VAT exclusive, is PLN 19.7m, and the term for its performance expires upon the lapse of 8 weeks as of its effective date. ). The agreement provides for contractual penalties concerning delay of delivery and canceling the contract by Softbank SA, up to 20% of the contract value. In case of delay of the delivery for more than 14 days, ZUS have the right to cancel the contract and receive the contractual penalty amounting to 20% of the delivery value.

  (communiqué of Softbank SA dated on August 11<sup>th</sup> 2004)
- After the balance sheet date Prokom Software received a protocol from the local tax office in Gdańsk regarding the tax control for year 2001. In the opinion of the Tax Office, expressed in the protocol, the Company has the outstanding tax obligation for 2001 in the amount of PLN 6.47m.
   Prokom Software SA objected and protested this opinion and, in result, decided to create additional reserve for tax obligation in the amount of PLN 3.5m.

#### IV. The possibility of execution of previously published financial results forecasts

The Management Board of Prokom Software S.A. did not present any forecasts of Prokom Software S.A.'s or its Capital Group's financial results to the public.

# V. Changes in shares ownership structure

Shareholders who held directly or indirectly at least 5% of the total number of votes at the General Shareholders' Meeting (GSM) of Prokom Software SA:



# Shareholders of Prokom Software \$A as at August 12th 2004

| Shareholder               | Number of shares | % in share capital | Number of votes at GSM | % of votes at GSM |
|---------------------------|------------------|--------------------|------------------------|-------------------|
| Ryszard Krauze*)          | 1,842,514        | 13.26%             | 2,027,314              | 13.85%            |
| Prokom Investments SA     | 1,668,573        | 12.01%             | 1,964,253              | 13.42%            |
| Bank of New York**)       | 1,371,688        | 9.87%              | 1,371,688              | 9.37%             |
| CU OFE BPH CU PBK         | 965,000          | 6.95%              | 965,000                | 6.59%             |
| J.P Morgan Chase & Co***) | 869,457          | 6.2%               | 869,457                | 5.94%             |
| PZU S.A. and PZU Życie SA | 813,760          | 5.86%              | 813,760                | 5.56%             |

<sup>\*)</sup> on 12 August 2004 Mr. Ryszard Krauze owned directly and indirectly 56.8% of the share capital and votes at the GSM of Prokom Investments 5A.

#### Changes in Prokom Software SA's shares ownership structure:

- On April 23rd 2004, as the result of conversion of 987 A-series convertible bonds, the National Depositary for Securities registered 66,129 E-series ordinary bearer shares of Prokom Software SA, at the nominal value PLN 1 each. As the result the holdings of major shareholders slightly decreased. After the registration the share capital amounts to PLN 13,890,830 and splits into 13,890,830 shares at the nominal value PLN 1 each, entitling to 14,632,494 votes at the GSM.
- Since the publication of 1Q2004 Report, Bank of New York sold shares of Prokom Software SA and In effect it holds 1,371,688 shares, which entitle to 9.87% of Prokom's share capital and 9.37% of the total voting rights at the General Shareholders' Meeting.

Except for the transactions described above, Prokom Software SA has no knowledge of any other changes in the structure of the Company's ownership.

# VI. Changes in the ownership of Company's shares or rights to the shares by the members of the Supervisory Board and the Management Board.

| Shareholder            | 13-05            | 13-05-2004        |                     | Increase / decrease |                  | 12-08-2004        |  |
|------------------------|------------------|-------------------|---------------------|---------------------|------------------|-------------------|--|
|                        | Number of shares | Number of options | Number of<br>shares | Number of options   | Number of shares | Number of options |  |
| The Management Board") | 2,023,374        | •                 | -                   |                     | 2,023,374        |                   |  |
| The Supervisory Board  | -                |                   | -                   | -                   | 1                | •                 |  |

<sup>\*)</sup> The number of shares includes 1,842,514 shares held by Mr. Ryszard Krauze.

# VII. Information about legal suits or administrative proceedings pending against Prokom Software SA or its subsidiaries regarding their liabilities or receivables.

In the 2<sup>nd</sup> quarter 2004 there were no pending lawsuits or administrative proceedings against Prokom Software SA or its subsidiaries regarding their liabilities or receivables of combined value exceeding 10% of Prokom Software SA's equity.

# VIII. Information about uncommon transactions between group companies of value exceeding EUR 500,000.

All inter-company transactions between group companies were ordinary transactions conducted on usual market conditions and were the result of regular operating activities of Prokom Software SA and its subsidiarles.

<sup>&</sup>quot;) The GDR 's depository

<sup>--)</sup>included in the Bank of New York's holding



# IX. Guarantees granted.

The combined value of guarantees granted by Prokom Software SA or its subsidiaries to a single entity or its subsidiary did not exceed 10% of Prokom Software SA's equity.

#### X. Other Information essential for the estimation of the Group's performance and condition.

- On June 30th 2004 the Annual Shareholders' Meeting of Prokom Software SA reviewed and approved the financial statements and the additional Information of the Parent Company and its Capital Group for fiscal 2003. Moreover the Annual Shareholders' Meeting approved the performance of duties by Supervisory Board Members and Management Board Members in fiscal 2003.
- According to the Art. 66.4 of the Polish Accountancy Act and Par. 23.5 of the Company's statutes the Supervisory Board of Prokom Software SA adopted a resolution on the appointment of the auditor of the Company's semi-annual and annual consolidated and non-consolidated financial statements. The Supervisory Board appointed Ernst and Young Audit Sp. z o.o. with registered offices in Warsaw at ul. Emilii Plater 53. The firm is entered in the register of the entities quantified to audit financial statements, under entry No. 130. The parties are to execute the relevant agreement for the term necessary to perform the abovementioned actions.
- PUP Spin Sp. z o.o. has started the merger process with Telmax SA. Both companies agreed and signed the Merger Plan, which assumes that the process will be finished in the 4<sup>th</sup> quarter of 2004. The merged Company will be listed on the Warsaw Stock Exchange and will have a solid position in the Polish IT market. It plans to further develop and strengthen its market position in the telecommunications, utilities, healthcare and public sectors.
- PUP Spin Sp. z o.o. has purchased from the minority shareholders, with the aim to cancel, 124 of the Company shares for the total price of PLN 26.7m. As a result of an agreed and completed earlier share capital increase and this transaction, the stake of Prokom Software SA in PUP Spin Sp. z o.o. Increased from 51.1% to 56.9%.
- The process of acquisition of the largest Czech IT company PVT a.s. has been finished. PVT Prokom a.s. (100% subsidiary of Prokom Software S.A.) has completed the acquisition of the core IT business of PVT a.s., that includes its clients and contracts. Since May 1st 2004, PVT Prokom a.s. was included in the consolidated financial statements of Prokom Software SA Capital Group.

Except for the information described above, Prokom Software SA has no knowledge of any other information essential for the estimation of the Group's performance and condition in the structure of the Company's ownership.

# ADDITIONAL INFORMATION

 Information about the change of accounting policies relating to the methods of determination of value of assets and liabilities and measurement of the financial results.

In the 1H2004 Prokom Software SA verified the appropriateness of amortization period and rates. As the result, the Company changed the amortization rates for computer hardware. Before the change the amortization rates for computer hardware were 50%-60%, whereas current rates are 20%-30%.

Except for the changes described above, Prokom Software SA has no knowledge of any other changes of accounting policies relating to the methods of determination of value of assets and liabilities and measurement of the financial results.



#### II. Rules adopted in preparation of this report

- 1. This consolldated quarterly report of Prokom Software SA Capital Group (Report) presents data for the 2<sup>nd</sup> guarter 2004 in a form of:
  - consolidated financial statements, including: consolidated balance sheet, off-balance sheet items, consolidated profit and loss account, statement of changes in consolidated shareholders' equity and consolidated statement of cash flows,
  - Prokom Software SA's abbreviated unconsolidated financial statements, including: balance sheet, off-balance sheet items, profit and loss account, statement of changes in shareholders' equity and statement of cash flows,
  - comments of the Parent Company's Management Board to the quarterly consolidated financial statements.
- 2. The quarterly consolidated financial statements of Prokom Software SA Capital Group for the 2<sup>nd</sup> quarter 2004 were prepared in accordance with the Polish Accountancy Act of September 29th 1994 (as amended); Directive of the Minister of Finance on detailed rules governing valuation, scope of disclosing and presentation methods of the financial Instruments, dated December 12th 2001; Directive of the Council of Ministers on detailed requirements for issue prospectuses and abbreviated Issue prospectuses, dated October 16th 2001; and Directive of the Council of Ministers on current and interim reports to be disclosed by issuers of securities, dated October 16th

The financial data presented in the Report was established using such principles of valuation of assets and liabilities and principles of measuring the net financial result as were applicable on the balance-sheet date, taking into account the adjustments related to provisions, including the provision for timing differences under income tax referred to in the Pollsh Accountancy Act, and the revaluation write-offs on assets.

- Detailed description of accounting principles adopted for 2Q/2004 financial statements was included in "Introduction" to the annual consolidated report (SA-RS 2003) of the Group, published on May 6<sup>th</sup> 2004.
- 4. In the 2<sup>nd</sup> guarter of 2004 the following changes took place in the structure of the Group:
  - Softbank SA sold all shares of Centrum Informatyki "ZETO-Rodan" Sp. z o.o. (subsidlary company);
  - Prokom Software SA and Prokom Internet SA sold all shares of ce-market.com SA (associated company).
  - Prokom Software SA sold all shares of PVT a.s.
- 5. In the consolidated financial statements for the 2<sup>nd</sup> quarter 2004 the following subsidiaries and associates have been consolidated:

Prokom Software SA, Softbank SA's Capital Group, Koma SA, ZETO Sp. z o.o., Combidata Poland Sp. z o.o., Incenti SA, Postdata SA, Prokom Internet SA's Capital Group, OptiX Polska Sp. z o.o., PUP Spin Sp. z o.o., PVT Prokom a.s.

Most of the companies that were excluded from consolidation are the entities in which Prokom has the minority stakes. These companies (except for Koma Nord Sp. z o.o.) were already excluded from consolidation at the lower level of preparation of consolidated financial statements i.e.: Prokom Internet SA, Softbank SA, Koma SA, PUP Spin Sp. z o.o. and PVT Prokom a.s.

Some of the directly dependent companies, along with Koma Nord Sp. z o.o., were excluded from consolidation because of their non-material effect on the Group's consolidated financial statements. This exclusion has been made in accordance with point 58.1.1 and point 63.a. of the Accounting Act dated September 29<sup>th</sup> 1994.



- 6. To translate the financial results from Polish zloty (PLN) to Euro (EUR), the following foreign exchange rates (published by the Natlonal Bank of Poland) were used:
  - For the Balance Sheet the rate as at the balance sheet day. The exchange rate on June 30<sup>th</sup> 2004 was 1 EUR = 4.5422 PLN, while the exchange rate on June 30<sup>th</sup> 2003 was 1 EUR = 4.4570 PLN;
  - For the Profit and Loss 2Q/2004 the average of NBP rates applicable on the last day of each month between April and June 2004 (1 EUR = 4.7311 PLN);
  - For the Profit and Loss 2Q/2003 comparative data the average of NBP rates applicable on the last day of each month between April and June 2003 (1 EUR = 4.3110 PLN).

# III. Reserves and revaluation of assets:

### The Capital Group

In the 2<sup>nd</sup> quarter the Capital Group of Prokom Software SA (In PLN thousand):

# A. Created:

| - reserve for unused vacation days              | 3,074 |
|---|-------|
| - reserve for 2001 tax obligations              | 3,500 |
| - restructuring provision                       | 6,500 |
| - reserve for maintenance and warranty services | 978   |

#### B. Released:

| - reserve for credit line guarantee .           | 1,713 |
|---|-------|
| - reserve for maintenance and warranty services | 425   |
| - other reserves                                | 1,193 |
|   |       |

C. Created the adjustments for the value of financial assets: 26,902

## Prokom Software S.A.

In the 2<sup>nd</sup> quarter Prokom Software SA (in PLN thousand):

# A. Created:

| - reserve for unused vacation days |   | 2,274 |
|------------------------------------|---|-------|
| - reserve for 2001 tax obligations | • | 3,500 |

### B. Released:

- reserve for credit line guarantee 1,713

C. Created the adjustments for the value of financial assets: -22,462

# Signature of the officer representing the Company

| August 12 <sup>th</sup> 2004 | Dariusz Górka  | Vice-President of the Management Board |           |  |
|------------------------------|----------------|--|-----------|--|
| date ·                       | full name      | function                               | signature |  |
| August 12 <sup>th</sup> 2004 | Beata Stelmach | Member of the Management Board         |           |  |
| date                         | full name      | function                               | signature |  |

PROKOM

FAX

to:

Division of Corporate Finance File No. 82-4700

Securities and Exchange Frich (202) 942,9624 Commission, Washington, CORPORATEGIA

from:

PROKOM Software S.A.

81-319 GDYNIA, ŚLĄSKA 23/25 (POLAND) tel.: +48 58 628 6666; fax: +48 58 628 6677

date:

06 Aug, 2004

pages:

1

This is a summary translation of the company statement communicated to the Polish Securities Commission according to paragraphs 5.1.12 of the Decree of the Ministries Committee, dated 16th October of 2001 (Dz. U. Nr 139.1569) in regards to type, form, and domain of current and periodic information as well as time intervals for their delivery of the information by the issuers whose shares were admitted to public exchange.

subject:

# REGISTRATION OF INCREASE IN THE SHARE CAPITAL

The Management Board of Prokom Software SA informs, that:

the Company received a decision of the District Court in Warsaw on registration on July 28th, 2004 an increase in the share capital of the Company resulting from issue of 66,129 E series shares (issued on the basis of Extraordinary Shareholders' Meeting's resolution dated on September 17th, 2001) resulting from conversion of 987 A series convertible bonds. After registration the share capital of Prokom Software SA amounts to PLN 13,890,830 and is split into 13,890,830 shares of nominal value of PLN 1.00 each, giving rights to 14,632,494 votes at the General Shareholders' Meeting.

The present structure of Company's share capital is as given below:

185,416 nominative preferred shares of A series (1:5 voting rights),

9,814,584 ordinary bearer shares of B series,

2,700,000 ordinary bearer shares of C series,

762,000 ordinary bearer shares of D series,

356,306 ordinary bearer shares of E series,

72.524 ordinary bearer shares of F series.

06 Aug, 2004 Beata Stelmach
Member of the Management Board